Board of Trade Journal

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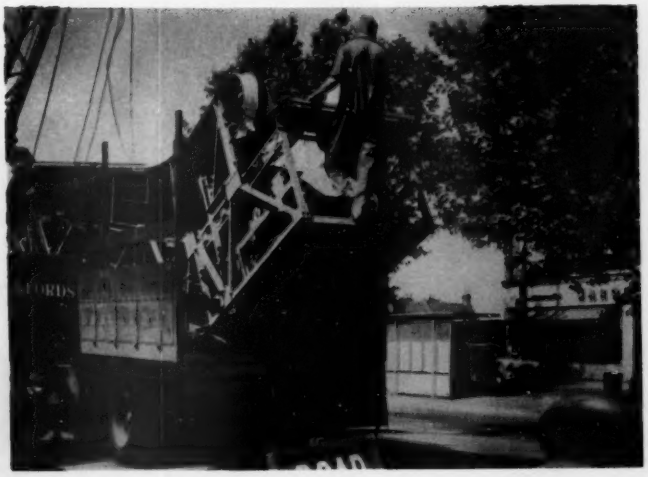

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Erecting two 10-ton escalators at a Barclays Bank in Rayleigh Essex, created certain unusual problems for the Express Lift Co. Ltd., but with the help of police and local traffic authorities, the installation was achieved within a matter of hours. The Express Lift Company, whose exports amount to 10 per cent of their turnover go to most countries in the world, recently returned from Interbytmash, the Moscow municipal and domestic services exhibition, where their exhibits of lift equipment aroused considerable interest with the possibility of future business with the USSR.

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Overseas Trade Fairs: How the Board of Trade can help*

By A. J. Stroud, Deputy Director, Trade Fairs Branch, Board of Trade

WHAT PART do overseas trade fairs play in the fight for more exports? I do not need to emphasize that the basic purpose of the support which the Board of Trade makes available through its Trade Fairs Branch to British firms participating at overseas trade fairs is to increase Britain's exports. This support is now costing the taxpayer more than £3 million a year. It follows that in administering this support our aim is to get real commercial dividends for this expenditure of public money. Dividends which can be measured in terms of increased exports.

Participation at an overseas trade fair must be well planned and organized. It must form an integral part of a firm's total marketing policy and the decision to participate must be based upon sound market intelligence. Such decisions must be taken anything from nine months to a year before an event, sometimes earlier. In short, we must think ahead.

Now let us look at the various elements in this trade fairs equation more closely. We will identify the parts and then discuss each in detail. First, there is the need to analyse what we seek to achieve by participating. Secondly, there is the need to think ahead at least nine months but preferably longer. Thirdly, there is the need to obtain the necessary market intelligence to enable a judgment to be made. Fourthly, there is the need to plan and to organize. Finally, there is the need to ensure that we gain the last ounce of commercial benefit from our participation. We in the Board of Trade like to think of this equation in terms of a joint venture.

During 1967 the Board of Trade supported 4,000 British firms at 225 overseas trade fairs in 41 countries. Excellent additional export business was booked at many of these events. This activity has continued during 1968, but at an even higher level. Devaluation has naturally helped. These successes are being reflected in our export shipments. For instance, during the first nine months of 1968 exports of United Kingdom produced goods were valued at £4,578 million, or at an annual rate of more than £6,000 million, or £1,000 million or more than 20 per cent above the value of our exports during the whole of 1967.

First: what do we seek to achieve?

As I have already indicated, participation at an overseas trade fair must form an integral part of a firm's strategy for attacking a particular market or markets. Experience shows that British firms participate at overseas trade fairs with one or more of these objectives in view:

(a) to consolidate contacts with existing customers;
(b) to meet new customers and identify new possible sales;
(c) to prepare the ground for a future sales campaign;
(d) to support an existing agent or to form a judgment about the effectiveness of an existing agent;

*Based on a lecture given at the inaugural meeting of the Blackburn and District Export Club.

Visitors discuss, examine and test British garden furniture at the New York National Hardware Show (see page 1196). The Board of Trade assisted a small group of British firms eager to participate in this exhibition, which caters to a $4 billion market, in a joint venture with the Federation of British Horticultural Exporters.

(e) to look for new agents;
(f) to become better informed about the activities of their foreign competitors and their products.

All very sound. The better planned the market strategy the more successful firms will be in securing their objectives.

Second: thinking ahead

We publish every four months in the *Board of Trade Journal* our Trade Promotions Supplement. (Published this week between pages 1188 and 1189.) This is our own forward look. We are looking ahead 18 months to two years. We bring this forward look up to date every month by publishing additions and amendments. This forward look lists in its first section under broad commodity heads those overseas trade fairs where we think British firms in their own commercial interests may wish to participate: we also provide contacts and telephone numbers to make follow-up action easier for firms. We are investing a good deal of money in staff time and other overheads and in publication costs in providing industry with this service – this forward look. We expect firms to use it. The energetic exporters do.

Now having provided such a service what would be your reaction if someone came along to you, say three months before an event, and pleaded that he didn't know? I think you would be bound to have doubts about his efficiency and therefore have reservations about his effectiveness as an exporter. Our reaction is equally human.

Third: market intelligence

Firms cannot evolve a strategy for attacking an export market without good market intelligence. What was true for success in naval or military terms during the last war is equally true for success in the battle for more exports. We need to know, for example, the size of the market for your products, your share of it,

(Continued on next page)

OVERSEAS TRADE FAIRS, *continued*

the shares held by your foreign competitors, the reasons for your and their success and what is needed to be done to increase your share of the market. Firms obtain this market in.e ligence from their own representatives in the market, from visits to the market by suitably qualified people employed by the firm and sometimes by the employment of specialists.

The role of the Board of Trade's regional export officer

The Board's regional export officers, where necessary with the help of the Board's Export Services Branch, will provide firms on request with readily available market information and where it is appropriate overseas commercial officers help will be sought either by the regional export officer or by Export Services Branch.

The role of the overseas commercial officer

Apart from providing market information, providing lists of potential buyers, suggesting suitable agents and so on, overseas commercial officers specially report to us about trade fairs, exhibitions, etc., which take place in their territories and where in their judgment British firms should be exhibiting their products. We bring this information to the attention of British firms in one or all of three ways, namely:

(i) by publication in the *Board of Trade Journal* or *Export Service Bulletin;*
(ii) through a trade association;
(iii) direct.

It follows, I think, from what I have said so far that all of you who are keen to increase your exports should be subscribers to the *Export Service Bulletin* and to the *Board of Trade Journal.*

Fourth: planning and organizing

Having done our market intelligence homework and decided to participate at a particular trade fair the potential planning and organizing begins. We need to know ideally not later than nine months before an event how many firms wish to participate with our support. We need this information so that we can make a firm site booking. The earlier we can make such a booking the better our chances of getting a really good site. Naturally our aim and that of our overseas commercial officers is to negotiate for the best possible site.

Very soon after this we need to know what products each of the firms participating intend to exhibit. We need to know the details that should go on to the fascia board; the name of the exhibitor's agent; whether or not agents are wanted and information about the services required such as lighting, electrical points, waste drainage, compressed air and gas and in some cases shelving, plinth and dispay counters. Firms must make decisions about all these detailed matters early. There really is no excuse for delaying decisions on such matters of detail.

For our part we have to make a coherent whole out of the sum of all the separate parts. We cannot allow the speed at which we progress in our detailed planning and organizing to be dictated by the speed of the slowest responding firm. That is why we impose cut-off dates. Our aim is to get value for the taxpayers' money and our decisions are directed to that end. We do know from our own experience that the earlier we can go out to tender for our stand requirements the lower the tender price will be. Given the need to contain expenditure in the public sector of the economy that is an important consideration. The more efficient you and we are the more events we can support you at within our existing resources.

The moral in all this so far is think ahead and do not delay decisions.

What support can you get?

Now what form does our support take?

The joint venture scheme. The bulk of the financial support of British firms at overseas trade fairs falls under the joint venture scheme. Joint ventures are collective displays of products wholly or mainly manufactured in this country. Under the joint venture scheme the Board of Trade rents a site to provide free space and a shell stand: provided adequate space is available each firm is allowed free the area required for the effective display of its products. No assistance is available to individual firms who elect to exhibit independently of a joint venture group or in a fair in which there is no officially supported participation. These collective displays have to be sponsored by a non-profit making body, which is usually the appropriate trade association.

British pavilions or sections. At some international general fairs exhibitors are grouped by nationality rather than by industry. This national pattern appeals to some fair organizers and often to governments, especially in the less-developed countries, but it makes better sense for all concerned when general fairs are organized on an industrial basis. Accepting that we have to live with the situation as it exists and not as we would wish it to be, the Board of Trade will provide a focal point for a national display by any number of firms across the whole range of industry. However, we need to be satisfied that British firms will be at real disadvantage unless a British pavilion or section is organized, and that a sufficient number of British firms will want to take part.

We assist firms by building or renting a British pavilion (or section) and charge a low rent to exhibiting firms. In these cases we assume the role as it were of the sponsoring body. Our charge may be equated with the administration charge levied by joint venture sponsors.

Other forms of support available to British firms

The other forms of financial assistance available to British firms taking part at overseas trade fairs with Board of Trade support are:

(a) 50 per cent of the cost of *translating sales literature* for distribution at the event;
(b) 50 per cent of the expenditure actually incurred on *travel* (within the maximum of half the appropriate return tourist air fair) for:
  (i) two representatives of the trade association organizing the joint venture, each of whom mans the trade information stand for the duration of the event;
  (ii) two representatives of each firm participating in a joint venture outside *Western Europe,* each of whom mans the stand for the duration of the event;
(c) 50 per cent of the *freight cost* of returning to the United Kingdom unsold goods which were exhibited for sale at the fair at which the joint venture was held *outside Western Europe;*
(d) 50 per cent of the media and production costs of *co-operative advertising* subject to certain rules.

Fifth: maximizing the commercial benefit from our participation

Firms whose participation at a particular overseas trade fair forms part of their well planned strategy for increasing their share of the market will need little back-up help from the Board of Trade. They will have done all their homework; they will for instance have identified potential buyers and taken steps to try to ensure that these potential buyers visit their stand at the event. These firms will have on their stands people capable of discussing with potential buyers the products exhibited in technical detail, including their competitive and cost advantages and their servicing and spare part arrangements within the potential buyers territory. These export salesmen will be sufficiently responsible to clinch a sale there and then.

But some firms exhibiting at a trade fair with our support will need all possible assistance from us. To that end we arrange for exhibitors to be interviewed by a Board of Trade regional export officer well before an event in order to find out what forms of assistance they are likely to require before or during the event or in any selling activity which they undertake at the same time. In appropriate cases the Board's regional export officer or the Board's Export Services Branch ask the overseas commercial officers concerned to provide supplementary information either before the

'A tremendous success' was how Aven Tools Ltd. described their participation under Board of Trade joint venture terms at this year's Vienna International Autumn Trade Fair. In the picture are: Herr Burgermeister Von Wien Bruno Marek (right) and Mr. A. J. Cox, director of the Birmingham Engineering and Building Centre (second left), with Mr. R. W. Keith, Aven sales liaison manager. Aven were one of 32 British companies in the joint venture, organized with the Birmingham Engineering Building Centre.

event or for use by the exhibitor when he arrives in the overseas country.

Finally: publicity

The trade fair organizer will naturally publicize the event; indeed, he has a vested interest in maintaining if not improving the standing and character, as it were, of the event. The event organizer will usually relate success to the number of potential buyers who visit the event. Naturally we want to take whatever advantage we can of this publicity – this is one of the reasons why getting the right site is important. But each of us must also do all that we can to publicize the British presence so that potential buyers who visit the event will also visit the British stands. The publicity takes two forms, namely (i) non-official, (ii) official. As regards non-official publicity the Co-operative Advertising Scheme which I mentioned earlier gives ample scope for ensuring that the British participation at the event is well publicized and potential buyers are attracted to it. We pay half the cost of such advertising subject to certain rules. As regards official publicity, well ahead of the fair the overseas commercial and information officers are provided with material to be used in official publicity in support of British exhibits. This material usually takes the forms of (a) product information of general news value, (b) the complete list of exhibitors with details of the products which will be shown, (c) for some fairs a brochure prepared by the COI describing and illustrating the British exhibits.

Summing up

Now let me sum up. We financially support collective displays of British products at overseas trade fairs; we also help firms to do their homework to ensure that they get the full commercial benefits from their participation; and we support, under the Co-operative Advertising scheme and in other ways, efforts to get potential buyers to visit the British stands. From then on firms are on their own: price, quality, delivery and back-up are important, but not least in importance is the ability of the people manning firms' stands, the export salesmen. I have been much impressed with those I have met during my visit to overseas trade fairs. Their morale is high, as high as, if not higher than, anything I personally encountered in North Africa after Alamein. They are doing an excellent job and the export figures prove this.

An article on trade promotions in the United States under the joint venture scheme will be published in next week's issue.

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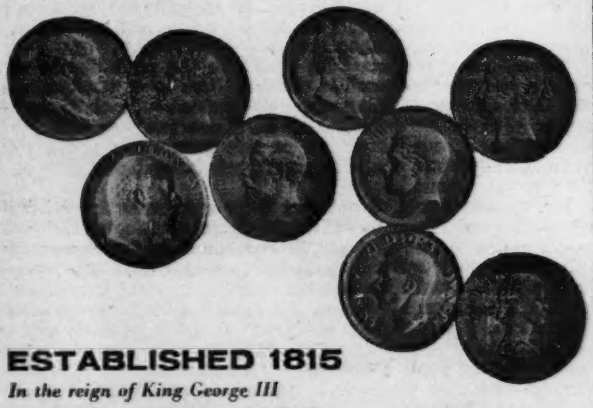

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Britain's balance of payments—'we must exploit the opportunities'

– THE PRESIDENT

THE CURRENT OUTLOOK for the British balance of payments was discussed by Mr. Anthony Crosland, President of the Board of Trade, in his speech at the annual dinner of the British National Committee of the International Chamber of Commerce in London on October 22.

'I want above all to avoid the risk of sounding too optimistic, too soon,' said Mr. Crosland. 'I think we have turned the corner, but there is a long way still to the end of the road.'

'Nevertheless,' continued the President, 'the performance of our exports in recent months has certainly been most encouraging. In the third quarter of this year, they reached a level 25 per cent higher than in the second and third quarters last year, before devaluation. About three-fifths of this increase reflects a rise in volume, and this is a rate of growth markedly faster than at any time in recent years.'

Mr. Crosland pointed out that there were some special factors which may have boosted the record figures for September, and he would not be too surprised or discouraged if, in the next month or two, the monthly export figure failed to rise any further or even fell back a little. 'I am sure that the underlying trend is strongly upward, but the monthly figures are always subject to considerable fluctuations. I am slightly concerned that the tone of euphoria which has been apparent in some press comments on the last two months figures, when special factors have been in our favour, may turn to unjustified gloom if in one of the coming months special factors work against us.'

'I am also a little concerned about the obsessive interest in the monthly import figures which has been shown in certain quarters in recent months,' said the President. 'As the Minister mainly responsible for our balance of trade, I am certainly as much exposed as anybody to the temptation to be obsessed with trade figures. Yet, as we put the import figures under the microscope or into the computer for the umpteenth time in search of salvation, it is a good idea to stand back and take a rather longer perspective.'

It was, of course, difficult to discern the longer-term trend through the distortions caused by the temporary import surcharge, last year's troubles in the Middle East, last autumn's dock strike, and so on. But the best analysis which his statistical experts could make suggested that the growth of imports had kept in a pretty steady relationship to the growth of income and economic activity generally. It was true that imports had throughout grown faster than domestic output, but this was true of all advanced industrial countries; higher imports went together with a rising standard of living. There was no evidence that the increase in imports into Britain had been markedly greater in relation to the growth of the economy that had been the case in other advanced industrial countries.

Summing up, Mr. Crosland said that while we certainly wanted to see our manufacturers seize the competitive advantage which devaluation had given to increase their share of the domestic markets, we did not want to fasten all our attention on the import or the export figure alone – what mattered at the end of the day was the balance between the two.

'At best, however,' continued the President 'the trade figures reveal the symptoms of our state of economic health; for the causes, we must look elsewhere – to what is happening in the domestic economy.'

Pointing out that Britain's present unemployment was directly related to her competitive power in world markets, including her domestic market, Mr. Crosland said that devaluation had eliminated the major cause of weakness, in that it had restored our price competitiveness. This should both induce a rapid increase in overseas demand for our exports and stimulate the production of import substitutes. The Government had to take measures in the Budget and by other means to free resources so that these opportunities for higher exports and imports saving would not be missed. But how fast these resources were taken up – in other words, how fast unemployment was reduced – now depended largely on the efforts of labour and management. For it depended entirely on how quickly and how fully we exploited the vast potential demand for our goods in overseas markets and the scope for profitable import substitution at home. 'With world trade growing at a record rate', said Mr. Crosland, 'there is no lack of potential demand for our goods abroad; while our domestic market offers great scope after devaluation to those industries with the capacity and determination to reduce imports, not by self-defeating controls, but by competing successfully for a large share of home demand.'

'I am sure there are solid and justifiable grounds for optimism – guarded optimism – about our present economic position,' concluded the President. 'The opportunities are there; we must all of us ensure that they are not wasted.'

During his visit to the West Riding, Mr. Anthony Crosland, President of the Board of Trade, went to Bulmer & Lumb Ltd., Bradford, one of Europe's biggest dyeing and spinning concerns. In the photograph Mr. Crosland (centre) is seen with Mr. W. P. Bulmer (right) managing director, and Mr. C. Weston (left) assistant manager, Colour Office. Mr. Crosland later had talks with Mr. Bulmer, who is also chairman of the Steering Committee for the marketing study of the wool textile industry, which is being carried out by the industry's Little Neddy.

President on trade with South Africa

MR. ANTHONY CROSLAND, President of the Board of Trade, spoke on two-way trade with South Africa at a lunch of the United Kingdom South Africa Trade Association in London on October 28. He said that we remained her largest supplier – providing over a quarter of her import requirements – and were also her largest customer, last year's imports from South Africa being £220 million.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

President speaks on contribution of insurance to balance of payments

'I AM ANXIOUS that we should maintain a vigorous and healthy insurance industry in this country not simply because of the benefits it offers to the British public, but also because of the very substantial contribution it makes to our balance of payments,' said Mr. Anthony Crosland, President of the Board of Trade, speaking at the banquet of the Corporation of Insurance Brokers in London on October 23. 'Although we in the Board of Trade have a special concern for international trade in goods and for the growth of our exports, we are equally aware of the great importance to our economy of our invisible earnings.' The President continued that a great deal of attention had recently been given to the great and growing success which our visible exports had been achieving. Less publicity had unfortunately been given to the improvement in our net invisible earnings since devaluation. 'In the first half of the year, however', said the President, 'they averaged £21 million a month, compared with a monthly average of £15 million in the years 1963-67. Insurance and insurance broking provide a very substantial part of that contribution to the balance of payments, with total overseas earnings of well over £100 million in 1967. I know that this figure does not just grow automatically as money values change throughout the world; every increase has to be earned against increasing competition and increasing difficulties by skilful and prudent management which command respect and confidence in our overseas markets.'

Earlier, the President paid tribute to the work of the Corporation in seeking to maintain and improve professional standards in insurance broking. 'Over the whole period since 1906, but perhaps especially in the last few years, one of your main concerns has been to preserve – and indeed enhance – the public reputation of brokers.' He said: 'You have, I know, laid great stress on the need for brokers to observe the highest standards of financial probity and security, and to seek continually to improve their technical competence and the range and quality of the services they offer to the public. The Corporation has not confined itself simply to exhortation, but has made great efforts to foster education and training within the profession. It has also sought to give the public a clearer understanding of the advantages that can be gained from obtaining the advice of a properly qualified broker, and equally of the risks that can follow from an ill-considered choice of broker.

'In all these aspects of its work, the Corporation has my wholehearted support. It ought to be the duty of those involved in the insurance industry to strive continually to provide the public with a quality of service which goes far beyond what is merely acceptable. One cannot legislate for excellence, but bodies like this Corporation can and should regard excellence as their objective.'

Lord Brown sees £10 million Anglo/Yugoslav credit agreement signed

BRITISH EXPORTERS in the metal processing, chemical plant and textile manufacturing industries should benefit from the £10 million credit agreement signed in London on October 25 in the presence of Lord Brown, Minister of State, the Board of Trade and the Yugoslav Ambassador, Mr. I. Saratjis.

The agreement, signed by Barclays Bank and guaranteed by the Export Credits Guarantee Department, provides for credit in two categories; one of £2 million to finance contracts for sale of United Kingdom goods and small projects valued at between £50,000 and £250,000 on 7 years credit and the other of £8 million to finance larger contracts on 10 years credit. Interest will be at 5½ per cent and the arrangement will enable Yugoslav enterprises to pay cash to United Kingdom suppliers up to at least 80 per cent of the value of contracts.

Speaking at the signature of the agreement Lord Brown said:

'Today sees the successful conclusion of the discussions which we have been having with the Yugoslav authorities and the Investment Bank, and on which broad agreement was reached in Belgrade in June: I am very happy to be present at the final and successful conclusion of an idea which I and others initiated when I visited Yugoslavia in April this year.

'This is the first such line of credit negotiated directly by the Export Credits Guarantee Department; and which, in the interests of the buying country, goes considerably wider than earlier "shopping list" credits, and at the same time in the interest of our own country is directed at the promotion of our exports in the present and in the future. In this way it bridges a gap between the substantial financial aid which Yugoslavia received from us in the earlier years of her industrial reorganization, and the substantial guaranteed finance arranged for such individual projects and the Skopje steelworks and the Pancevo oil refinery. In the United Kingdom it illustrates also a harmonious co-operation between the Government, in guaranteeing the credit, and the banking system, in providing the actual funds on a commercial basis.

'The present credit fits the needs of the new Yugoslavian economic reform: the Yugoslavian Investment Bank will be in a position to amalgamate the modernization requirements of smaller Yugoslavian industrial enterprises so that advantage may be taken of purchasing in bulk, including the tricky but essential business of purchasing the "know-how" essential to the most efficient operation of new plant: this is, incidentally, the first time that provision for "know-how" has been made in any British line of credit.

'By extending our financial credit arrangements down the scale from major capital projects into the wide field of re-equipment of individual industries it opens the market for an entirely new range of British engineering manufactures and individual exporter enterprises and I hope that manufacturers in the industries potentially able to benefit from this credit will be quick to note and act upon the opportunities we are providing.

Mr. Milenko Bojanic, general manager of the Yugoslav Investment Bank, said:

'We both have felt all along that the business communities of our two respective countries have not known each other sufficiently well. As a result they have not been making full use of the opportunities for mutually profitable business available to them. At the same time we have also felt that our financial institutions and banks could make specific contributions by offering new financial facilities.

'The arrangements that we have been able to work out and sign with Barclays Bank today represent in my judgement the first new step in the right direction. I feel confident it will help further United Kingdom exports to Yugoslavia, and at the same time provide Yugoslav industry with up to date technical know-how and equipment, so vital to the modernization of our developing industry and to the successful implementation of our economic reforms. There is no doubt in my mind that this arrangement will help establish a basis for a broad, long term co-operation between our two economies.'

The Yugoslav industries immediately involved are listed as: the metal processing industries whose requirements range over all manner of plant and equipment including electronic control equipment and materials handling equipment for the manufacture of motor vehicles, agricultural machinery, food processing and packaging, and television tubes; the chemical industry for which complete plants and extensions to plants will be required for the manufacture in particular of sulphuric acid and anti-corrosive materials; the textile and manufacturing industry.

Other industries may be added during the currency of the credit by agreement between ECGD and the Investment Bank.

Lord Brown to visit Dunstable, Luton and Hemel Hempstead

LORD BROWN, Minister of State, Board of Trade, with special responsibility for exports, is to visit Dunstable, Luton and Hemel Hempstead on November 7 and 8. This is the latest in a series of regional visits to firms actively engaged in the export drive.

His programme will include a visit to the Dunstable and Luton factories of Hawthorn Baker Ltd., manufacturers of precision printing equipment; Coulter Electronics Ltd., manufacturers of electronic counters; Hayward Tyler & Co. Ltd., pump manufacturers; and Marida Export Ltd., hat manufacturers; and lunch with the Luton, Dunstable and District Chamber of Commerce, where he will meet a group of local industrialists.

On November 8 Lord Brown will visit four firms at Hemel Hempstead, Multicore Solders Ltd., manufacturers of solder in wire and plate form; W. A. Sheaffer Pen Co. (England) Ltd.; Access Equipment Ltd., manufactures of hydraulic equipment; Chemical Building Products Ltd., cement waterproofers and protective paint manufacturers; and the British Standards Institution Hemel Hempstead.

Mrs. Dunwoody welcomes computer services for retail furnishers

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, spoke at the inauguration of computer services for the National Association of Retail Furnishers, in London, on October 24.

Mrs. Dunwoody said that the high capital cost of modern computers must put them beyond the reach of the great majority of furniture retailers – who would in any case be unable to satisfy the machine's enormous appetite for work: but a centralized computer service, by spreading overhead costs over many companies, enabled smaller firms to achieve the benefits of computerization cheaply and with no loss of independence. She welcomed the scheme particularly because of the speed, accuracy and efficiency which the computer would bring to the handling of hire purchase and rental accounts, thus in the long run benefiting the customer.

'The Government is very concerned that retailers should take full advantage of the advances in technology which are developing so rapidly' continued the Parliamentary Secretary. 'We are promoting the wider use of computers through the Ministry of Technology and the National Computing Centre, which is co-operating with the EDC for the distributive trades in setting up the Distributive Trades' Computer Group. Some sectors of the distributive trades have of course developed as rapidly as any industry in the country in recent years, but theirs has inevitably been a managerial rather than a technical revolution, since the scope for technical improvements is comparatively limited. It is also true that in many parts of the trade the contribution that computers can make to the efficiency of retailing is still not recognized.'

Congratulating retailers who had decided to participate in this scheme on their foresight and courage, Mrs. Dunwoody said that computers were the subject of at least two widely held, though conflicting misconceptions: the first that there was nothing they could not do, and that ultimately they would make the knowledge and experience of men redundant; the second that they were tiresome, cantankerous machines, always going wrong and performing at great expense tasks more easily carried out in the old familiar way. 'We have to remember that computers are only as trustworthy as the data fed into them, and only as intelligent as the men who write the programmes,' she said. 'But they do give us a wonderful chance to do away with a lot of routine drudgery and – still more important – to do the work that remains with the benefit of complete and up-to-date information.'

One particular pleasing feature of the service designed for NARF by Management Computing Services was its provision for the change-over to decimal coinage in 1971. Retailers would inevitably have to play a large part in educating the public on the meaning of decimalization, and it was good to see the furniture trade already preparing itself for the change. Mrs. Dunwoody continued. 'If I may say so, I am much impressed by the vigour which the Association puts into its educational and training programmes. This is a good example of the invaluable service a progressive trade association can give to its members, and it may be more important in a highly fragmented industry like distribution than in most others.'

BoT Second Secretary moves to Treasury

THE PRIME MINISTER, with the agreement of the Chancellor of the Exchequer and the President of the Board of Trade, has approved the appointment of Mr. Alan Derrett Neale, CB, MBE, at present a Second Secretary in the Board of Trade, to be a Third Secretary in HM Treasury in succession to Mr. Frank Edward Figgures, CB, CMG.

Note:

Mr. 'A. D. Neale, who is 50, was educated at Highgate School and St. John's College, Oxford. War service, 1940-45 (Intelligence Corps, Captain). Entered Board of Trade 1945; Principal, 1947; Private Secretary to President, 1956; Assistant Secretary, 1958; Under Secretary, 1963. Commonwealth Fund Fellowship, United States, 1952-53; Fellow of Centre for International Affairs, Harvard University, 1960-61. Second Secretary, Board of Trade, since 1967.

Committee on Consumer Credit — call for evidence

THE COMMITTEE on Consumer Credit have now had their first meeting and invite representations relevant to their inquiries from any organization or individual wishing to submit evidence. Evidence should in the first instance be submitted in writing to the secretary to the committee, Mr. N. H. Nail, at the Board of Trade, 1 Victoria Street, London, S.W.1, on or before January 1, 1969.

When this evidence has been examined the committee will decide whether further representations or explanations, either written or oral, would be helpful.

Mr. Anthony Crosland, President of the Board of Trade, announced in the House of Commons on July 2 that, in consultation with the Chancellor of the Exchequer, he was appointing a committee under the chairmanship of Lord Crowther to make a wide ranging inquiry into consumer credit. The other members of the committee were appointed on September 19.

Notes:

The committee's terms of reference are:

(i) to inquire into the present law and practice governing the provision of credit to individuals for financing purchases of goods and services for personal consumption;

(ii) to consider the advantages and disadvantages of existing and possible alternative arrangements for providing such credit, having regard to the interests of consumers, traders and suppliers of credit including depositors;

(iii) to consider in particular whether any amendment of the Moneylenders Acts is desirable; and

(iv) to make recommendations.

Changes in scope of hire purchase and hiring controls

THE BOARD OF TRADE have made the Hire Purchase and Credit Sale Agreements (Control) (Amendment No. 10) Order, 1968, No. 1678. The effect of this is to redefine the circumstances in which hire purchase or credit sale agreements in respect of goods vehicles are exempted from requirements as to the minimum deposit payable and the maximum period of repayment. Hitherto such agreements have been exempted if they related to goods vehicles with a rated payload capacity of 30 cwt. or more, or to goods vehicles of lower capacity which were covered by a currently valid carrier's licence granted under Part IV of the Road Traffic Act, 1960. As a result of the new Order, agreements made on or after October 25, 1968 will be exempt if they relate to any goods vehicle, unless it is one of less than 40 cwt. unladen weight which has or is designed for the fitting of rear side windows behind the driver.

The Board of Trade have also made the Control of Hiring (Amendment No. 8) Order, 1968, No. 1677, which similarly varies the scope of the existing exemption from control or hiring agreements, as regards agreements entered into on or after October 25, 1968.

The orders do not alter the requirements as to minimum deposits, maximum period for repayment, on minimum advance rentals or charges payable, in respect of vehicles and other types of goods which remain subject to control; nor do they imply that there is any less need for the restraint of consumer credit. They have been made in order to preserve the exemption from the hire purchase and hiring controls which has for many years been given to commercial purchasers or hirers of vans and lorries, but has depended in the case of the lighter vehicles on their being covered by a carrier's licence. When the Transport Bill receives the Royal Assent carriers' licences will no longer be available for such vehicles, which but for the new Orders would consequently have lost their exemption from the hire purchase and hiring controls.

Copies of the relevant Orders, SI 1968 No. 1677 and SI 1968 No. 1678, can be obtained from HMSO, 48 High Holborn, London, W.C.1, and branches, price 4d. and 6d. respectively (or by post 8d. and 10d. respectively) from HMSO, PO Box 569, London, S.E.1).

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Sir David Scott Fox, Ambassador to Finland, and Lady Scott Fox, with members of the Sheffield Chamber of Commerce trade delegation, which visited Helsinki last week.

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following merger to the Monopolies Commission under the Provisions of that Act:

Jeyes Group Ltd. and Brobat Ltd.

The Design Copyright Bill

THE DESIGN COPYRIGHT BILL, which has now received Royal Assent, makes an important change in United Kingdom law on the protection available to industrial designs. Hitherto, when a design was applied to mass produced articles of commerce and these were marketed, the only protection available to the owner of the design was by means of the Registered Designs Act, 1949, and this involved registration of his design at the Patent Office. This procedure, which involves a search being made in the Patent Office for earlier similar designs, inevitably involves a measure of delay; and the registration system is in any case unsatifactory for certain industries, notably toys and jewellery.

In future the owner of the design will have the additional remedy of being able, during the 15 years following his first marketing of the goods, to sue, under the Copyright Act, competitors who copy his design.

The Bill – a private member's one – was introduced in the House of Commons by Mrs. Jill Knight, MP, and in the House of Lords by Lord Cawley. It had the support of the Government, and passed through both Houses without controversy.

Notes:

A design, in the form of a drawing, is initially protected 'irrespective of artistic quality' under the Copyright Act, 1956 (Section 3). To be protected it must have had sufficient skill and labour expended on it to make it an 'artistic work' and it must be original in the sense that it was the artist's own work and not a copy of someone else's. Copyright protection means that no-one else may copy it whether in two or three dimensions. But a person who independently creates a work resembling it does not infringe.

But the copyright term of protection (life of the author plus 50 years) is too long for ordinary household articles. Section 10 of the Copyright Act, 1956, provides, therefore, that if and when, with the permission of the owner of the copyright, the design is mass reproduced on industrial articles and those articles are marketed, the only protection available in the industrial field concerned is that given by the Registered Designs Act, 1949; and this depends on an application for registration being made to the Patent Office.

Protection under the Registered Designs Act lasts for three renewable periods of five years (15 years in all), after which the design is in the public domain for all industrial uses.

The Johnston Committee

In 1962 there was published the report of the Departmental Committee on Industrial Designs which sat under the chairmanship of Mr. Kenneth Johnston, QC. This committee was satisfied that there was a need for a copyright type system of protection for industrial designs in addition to, and not in substitution for, the present system of Registered Designs Act. But to implement all the 59 recommendations of that Committee would have involved a major piece of legislation and for this it has not been possible to find time. The new Act, however, meets the need felt by that committee for a copyright type system of protection by the very simple device of amending Section 10 of the Copyright Act to postpone its effect for 15 years. It does not accord in detail with what the committee recommended but it is much simpler to operate than the committee's scheme, which would have involved two registration systems. It does not call for the employment of any more civil servants (since the protection will be automatic) and there is no reason why it should not, speaking generally, work satisfactorily to meet the needs of those industries for whom the present system is unsatisfactory.

Finally, its enactment will automatically provide a measure of protection for United Kingdom designs in a number of European countries, under the Berne Copyright Convention, without any need to register in those countries. This is because it provides the reciprocity needed for protection to be available, under that convention, in countries which protect 'works of applied art' under their copyright laws. Designs which are 'artistic' according to the laws of those countries – and standards differ on this point from country to country – will enjoy automatic protecion.

The Patents (Amendment) Rules 1968

THE PATENTS (Amendment) Rules 1968 which come into operation today (November 1) amend the Patent Rules 1968, which also come into operation today, by making it clear that Rule 146, which relates to the public inspection of documents, does not require the Comptroller to make available for inspection documents filed before November 1, 1968.

Copies of these Rules (SI 1968 No. 1702) may be obtained from the Patent Office Sale Branch, Block C, Station Square House, St. Mary Cray, Orpington, Kent, from the Patent Office Sale Counter, 25 Southampton Buildings, Chancery Lane, London, W.C.2, or from HMSO, at the usual addresses: price 4d. (by post 8d.).

Amendments to the consolidated list of goods subject to strategic embargo

THE FOLLOWING further amendments should be incorporated in the complete list which was published in the *Board of Trade Journal* on August 19, 1966 and subsequently amended on March 10 and October 13, 1967.

Group F. Electronic equipment including communications and radar.

1549 Amend sub-item (b) to read:
'(b) having an anode pulse rise time of less than 1 nanosecond.'

1564 Equipment containing the assemblies and sub-assemblies of sub-item (a) has been removed from the list. As a consequential amendment Note 2 to that sub-item (published on March 10 1967) has also been deleted. Sub-item 1564 (a) now reads:
'(a) Assemblies and sub-assemblies constituting one or more functional circuits with a component density greater than 75 parts per cubic inch (4.575 parts per cubic centimetre);
Note: Sub-item (a) is intended to include integrated circuits, i.e. assemblies and sub-assemblies containing one or more functional circuits in which there are both components and inter-connections formed by the diffusion or deposition of materials into or on a common substrate and having a component density greater than that specified in sub-item (a)'

Group H. Metal, minerals and their manufactures

1658. This item now reads:
'Molybdenum metal and alloys containing 90 per cent or more molybdenum, except molybdenum metal wire or molybdenum alloy wire.'
(Note: This entry clarifies the position for item 1658. There has been no recent amendment.)

Imports of canned grapefruit from the dollar area

THE BOARD OF TRADE have issued Notice to Importers No. 1229 announcing that the quota for imports of canned grapefruit from the dollar area during the 12 months commencing October 1, 1968 will be at the unchanged level of £450,000 c.i.f.

Applications from traders who received licences under the corresponding arrangements last year should be accompanied by a return of imports in the following form:

'The value of canned grapefruit originating in and consigned from the dollar area which was cleared through Customs by me/us acting on my/our own behalf or by a clearing agent on my/our behalf from October 1, 1967 to September 30, 1968 was

£ ..... c.i.f.

Signature .....

Status .....

(Owner, partner, company director, company secretary).'

Date .....

Applications will also be considered from newcomers who can give evidence of an interest in the trade.

Applications, on form ILB/A, should be sent to reach the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, not later than November 18. Page 1 of the form should be completed; on page 2, the value of the desired licence should be inserted; on page 3 and copies, only the applicant's name and address and the description of goods (canned grapefruit) should be entered.

The dollar area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama Philippines, the United States of America and Venezuela.

Imports of grapefruit juice and orange juice from the dollar area

THE BOARD OF TRADE have issued Notice to Importers No. 1230 announcing that the quota for imports from the dollar area of grapefruit juice and orange juice during the 12 months commencing October 1, 1968 will be at the unchanged level of £300,000 c.i.f. This is exclusive of unpasteurized frozen orange juice concentrate which may continue to come in from the area without restriction under the Open General Licence.

Applications from traders who received licences under the corresponding arrangements last year should be accompanied by a return of imports in the following form:

'The value of grapefruit juice and orange juice (other than unpasteurized frozen orange juice concentrate) originating in and consigned from the dollar area, which was cleared through Customs by me/us acting on my/our own behalf or by a clearing agent on my/our behalf from October 1, 1967 to September 30, 1968, was

£ ..... c.i.f.

Signature .....

Status .....

(Owner, partner, company director, company secretary).'

Date .....

Note: figures for the two varieties of juice need not be shown separately.

Applications will also be considered from newcomers who can give evidence of an interest in the trade.

Applications, on form ILB/A, should be sent to reach the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, not later than November 18. Page 1 of the form should be completed; on page 2, the amount of the desired licence should be inserted; on page 3 and copies, only the applicant's name and address and the description of goods (grapefruit juice and orange juice) should be entered.

The dollar area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama Philippines, the United States of America and Venezuela.

Imports of bananas from the dollar area

THE BOARD OF TRADE have issued Notice to Importers No. 1231 announcing that the quota for imports of bananas from the dollar area during the 12 months from October 1 to September 30, 1969 is 4,000 tons.

Applications from importers must be accompanied by an offer from an overseas supplier for a specific quantity of bananas to cover deliveries up to September 30, 1969. Applicants who qualify will be informed of the amount of their allocation under the quota, which will be reserved for them. No guarantee can be given that it will be possible to meet requirements in full and importers are advised not to enter into firm commitments before they have received notification from the Board.

Import licences will be issued to importers against their allocations on production of evidence of a firm contract with the overseas supplier for the amount of the allocation. Any balance of allocations which are not taken up before March 1, 1969 will lapse.

Applications accompanied by documents as required in paragraph 2 above should be sent to reach the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, not later than November 21, 1968. Page 1 of the form should be completed; on page 2, only the amount applied for, in tons, need be stated; on page 3 and copies, the applicant's name and address and the description of goods (fresh bananas) should be entered.

The dollar area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America and Venezuela.

Good response to BoT's consultancy grants scheme for smaller firms

OVER 900 FIRMS have to date indicated interest in the Board of Trade's consultancy grants scheme for smaller firms and over half of the £500.000 proposed for the scheme has already been allocated.

The Board of Trade scheme for helping smaller firms in the Bristol/Bath and Glasgow areas to employ consultants and other expert advisers has now been running for 4½ months.

Under the pilot scheme, which was launched in the two areas on June 11, the Board are offering to pay up to 50 per cent of the cost of approved projects which are considered likely to improve significantly a firm's efficiency. A wide range of subjects is covered: not only management consultancy but also advice on, for example, design, market research and technical questions.

Of the total of about 3,000 eligible firms (800 in Bristol and 2,200 in Glasgow) in the two areas, over 900 have indicated an interest in the scheme (400 in Bristol and 500 in Glasgow). The Board have approved 159 assignments (57 in Bristol and 102 in Glasgow) costing in total £560,665 (£176,468 in Bristol and £384,197 in Glasgow) and involving £252,966 in grants (£79,512 in Bristol and £173,454 in Glasgow).

Well over half the applications have come from firms with between 25 and 200 employees (95 in total, 37 from Bristol and 58 from Glasgow). Manufacturing industry has been predominant with 109 applications (36 from Bristol and 73 from Glasgow); 34 applications (14 Bristol and 20 Glasgow) have come from the distributive and service trades, 15 (6 Bristol and 9 Glasgow) from the construction industry and 1 (Bristol) from transport.

The average total cost of an assignment is £3,526 (£3,096 for Bristol and £3,766 for Glasgow) and the average grant £1,591 (£1,395 for Bristol and £1,701 for Glasgow). Over half the assignments have been for periods of up to 3 months (90 in total, 36 in Bristol and 54 in Glasgow).

There has been a wide variety of types of assignments, although management consultancy has been most popular. The largest groups of assignments are those relating to production (57 in total, 16 Bristol and 41 Glasgow), finance and administration (35 in total, 13 Bristol and 22 Glasgow) and general management (30 in total, 15 Bristol and 15 Glasgow). There has also been a number of marketing, design and computer studies.

The Board consider that this has been a worthwhile response. No decision has yet been taken on when the pilot scheme will terminate and a further announcement will be made giving notice of the closing date for applications. The total amount of funds available is limited, however, and firms with establishments in the pilot areas who are thinking of applying for grants are advised to contact their local Consultancy Grants Officer at the Board of Trade in Bristol or Glasgow as soon as possible.

New Restrictive Trade Practices Act

THE RESTRICTIVE Trade Practices Bill, which amends the Restrictive Trade Practices Act of 1956, received the Royal Assent on October 25. The new Act comes into operation on November 25.

The Transport Bill becomes the Transport Act

AFTER NEARLY 11 months' consideration by Parliament, the Transport Bill received the Royal Assent and became the Transport Act 1968 on October 25.

Minister of Transport reports on Channel tunnel progress

MR. RICHARD MARSH, Minister of Transport, answering a question in Parliament on October 23, announced progress in the Anglo-French consideration of proposals for the financing of the Channel tunnel.

He said: 'The French Minister of Transport and I have completed our consideration of proposals for financing and arranging the construction of the Channel tunnel submitted by three competing private groups this year.

'We have noted with satisfaction the considerable progress made towards defining the technical and financial terms for a jointly acceptable solution. We are also agreed that certain aspects of all the proposals need further improvement and that we should not be justified at this stage in narrowing the field for further negotiations to any one group of the three.

'We have therefore established jointly agreed guidelines for the use of the groups, who are being invited, in the light of this further guidance, to supplement their earlier proposals or, should any of them prefer to do so, to combine for the presentations of fresh proposals.

'We are confident that this final stage of talks will reach a successful conclusion leading rapidly to the choice of a private group to carry out further studies required for final assessment of the project and, given favourable results, to arrange for the tunnel to be constructed.'

Five million visitors a year by 1970

— Lord Geddes, chairman, BTA

SPEAKING AT THE annual meeting of the British Travel Association in London on October 24, Lord Geddes, chairman of the BTA forecast that by 1970 there would be five million overseas visitors to Britain a year spending £500 million which included fares paid by visitors to British carriers.

'But' added Lord Geddes, 'to attract and receive even more tourists much more work and many more resources will be needed. We will have to earn this greater tourist income, it will not fall into our laps; if we do not provide the facilities the tourists will go elsewhere.'

He went on to say that the Government had shown by its recent positive action in a number of different fields that it was aware of the vital part tourism could play in helping to rectify our adverse trade balance. The most striking evidence of this was provided by the White Paper on the Hotel Development Incentives which was published in May this year. But there were other encouraging signs – for example, the decision to speed up customs formalities at certain ports by adopting a system of sample inspections.

1968, he said, had been a challenging year for the Association. At the beginning of the year they were faced with attempts by the Government of the United States to restrict overseas travel spending by United States residents. Political unrest in other parts of the world, notably in Europe, and the world economic situation generally were not wholly favourable to tourism. Our record in the circumstances was all the more encouraging and supported our earlier optimism about the possibilities of increasing travel to Britain.

From the figures available, overseas visitor traffic to Britain up to the end of August had shown an encouraging increase, for the number of foreign visitors rose by 13 per cent. There were also signs that the visitor traffic in the off-peak months, particularly to London in the winter, was growing significantly.

He believed that there was plenty of scope for expansion of this new traffic which, they, with the help of the travel trade, had done so much to promote. (*See also page* 1190).

New chairman of BNEC

MR. ANTHONY CROSLAND, President of the Board of Trade, has announced that Sir Peter Runge has accepted the invitation to be chairman of the British National Export Council as from November 1. Sir Peter succeeds Sir Derek Pritchard, whose term of office ended on October 31.

Note:

Sir Peter Runge, is joint vice-chairman of Tate and Lyle, and chairman of Tate and Lyle Refineries Ltd. From 1963-65 he was president of the Federation of British Industries (fore-runner of the CBI). He was knighted for services to industry in 1964.

Exporting to Canada

SIR RALPH PERRING, chairman of the BNEC/Canada Committee, addressed the Crawley and District Export Club, on October 16, on exporting to the Canadian market. He gave a similar talk to the Croydon and District Export Club earlier this year.

Mission to increase British book sales in Japan

MR. JOHN BROWN, publisher of Oxford University Press, led a mission of 13 senior publishers, embracing all aspects of the trade, to Tokyo on October 31. The aim of the mission, sponsored by the British National Export Council and the Book Development Council, is to focus attention on a market of vast potential which last year imported about 10 times more books from the United States than from Britain. It will also prepare the ground for the Tokyo British Week in September 1969, when it is hoped British books and periodicals will be strongly featured.

The mission will concentrate most of its activities in Tokyo, where members will visit universities and meet top education officials as well as trade associations. They will be in Japan for a fortnight.

Trade missions report back

Gauge and Toolmakers' Mission to Mexico

'THERE IS undoubtedly a place for British industry in the present and future economy of Mexico,' says the report of the Gauge and Tool Makers' Association Trade Mission to Mexico which took place in the early summer of this year. The report warns that British exporters will have to meet keen competition from the United States, the Federal Republic of Germany and Japan, but says that the mission is confident that the British gauge and tool industry can be of marked service to the Mexican community on the basis of high-quality precision products, competitive prices and delivery. The competition which Great Britain has to meet is not,

(*Continued on next page*)

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Because the soul of man is not by its own nature or observation furnished with sufficient materials to work upon, it is necessary for it to have continual resource to learning and books for fresh supplies.' – 'Of Solitude,' A. Cowley (1618-1667).

Today, the seeker after inspiration and ideas to help industrial technology has 'materials and fresh supplies to work upon' in profusion at the National Reference Library of Science and Invention. The Holborn Division of the Library had 145,000 visits in 1967 and many of these were by people taking advantage of the free access to its shelves to browse at will. If you or your staff need 'resource to learning and books' in science – for whatever purpose – there are nearly 16 miles of literature freely at your disposal in the NRLSI, and a fast and economic service for providing photocopies by post or on the spot. The Holborn Division is at 25 Southampton Buildings, Chancery Lane, W.C.2, and is open from 9.30 a.m. to 9.0 p.m. on weekdays, 10.0 a.m. to 1.0 p.m. Saturdays.

MISSIONS REPORT BACK, *continued*

in fact, so much in quantity and delivery as in the long-term credit facilities which other countries are allowing the Mexicans.

Copies of the report are available free of charge from The Gauge and Tool Makers' Association, Standbrook House, Old Bond Street, London, W1X 4LS.

Scottish Export Committee mission to Moscow

Opportunities for Scottish companies to sell to the Soviet Union have never been better. This was stated by Lord Clydesmuir, chairman of the Scottish Council (Development and Industry), on his return from leading a Scottish Export Committee trade mission to Moscow. 'The trading climate in Russia towards the United Kingdom is more favourable than at any time in the past,' he said.

Thirty Scottish manufacturers, of products ranging from electronics and capital equipment to textiles and consumer goods, went on the mission, one of Scotland's largest. The group spent a week in the Soviet Union, meeting representatives of Russian ministries and various foreign trading corporations. Members have returned to Scotland with some initial orders and with prospects of securing further substantial business.

Until recently, said Lord Clydesmuir, Russian purchases from the United Kingdom were largely in the fields of capital equipment and engineering. The mission confirmed that there were now far greater openings than ever for consumer goods. 'At the same time, I cannot emphasize too strongly that one cannot hope to do business with the Soviet Union on the basis of one visit,' he commented. 'An active follow-up both by correspondence and personal visits, is really essential.'

Birmingham Mission to Malaysia and Singapore

Mr. W. R. P. King, leader of the Birmingham Chamber's selling mission to Malaysia and Singapore, returned to Britain last week. The mission had spent two weeks in the market, their objectives being to help especially those companies represented who were new to the territory, to improve the performance of others already trading there and to examine present and future possibilities for local manufacture or assembly. Mr. King, who is chairman of the Chamber's Far East Section, said: 'I think we must categorize this mission as among the most significant of all those mounted so far by the Far East Section of the Chamber. Certainly it was very successful from an immediate business point of view, though this is far from being the whole story. One member, for instance, who was quite new to the market, concluded an agency agreement likely to bring in very considerable annual business. Other members already doing business in Malaysia and Singapore will bring home new orders running into hundreds of thousands of pounds. Some members are looking urgently at joint venture local manufacturing arrangements.'

Mr. King said that members of the mission were impressed by what they saw of local industry and took the point that some British companies might soon find themselves eased out of the market by manufacturers on the ground who had set up with the advantages of a plentiful supply of local capital and foreign manufacturing and marketing expertise. In the circumstances, they had decided that the British companies directly represented must look at all this very seriously, and also that the mission should prepare, publicise and make generally available a full marketing and investment report on Malaysia and Singapore based on the direct experience of those companies which had participated. This was now being urgently prepared.

Export prospects in Latin America

HM THE QUEEN and HRH Prince Philip will pay a State Visit to Brazil from November 5 to 11 and to Chile from November 11 to 18. Because of the wide interest in these countries aroused by the Royal Tour, next week's *Board of Trade Journal* will carry a four-page illustrated supplement describing economic expansion in Brazil and Chile and market opportunities for British businessmen in these areas.

London Chamber's new Latin American Committee

PLANS TO EXPAND British trade with Latin America were announced on October 23 by the London Chamber of Commerce on the formation of its Latin American trade section. The chairman of the section is to be Mr. Leopold de Rothschild, partner in Rothschilds, the merchant bankers, with Mr. Peter Ford, chairman of BNEC Latin America, as deputy chairman. The new committee of the section includes the Hon. Anthony Gibbs, chairman of Anthony Gibbs & Sons Ltd., and the Hon. L. J. Leathers, vice-chairman of Forestal Industries (United Kingdom) as well as representatives of Unilever, Joseph Lucas, Stewart and Lloyds, Humphreys and Glasgow, GEC, George Wimpey and specialist merchant and mining interests.

The chamber states that Britain's once substantial share of the Latin American market has now fallen to about 5 per cent compared to 50 per cent at the turn of the century and 16 per cent in 1950. The United States supplies 40 per cent of Latin America's imports and the Common Market 20 per cent. Over the last five years Latin America's imports, notably in capital goods, have increased by over 20 per cent and it is felt by the chamber that British industry should take a renewed interest in the market.

Within the framework of the Central American Common Market and the Latin American Free Trade Association the Latin American economies are achieving a measure of stability and growth. Large-scale development plans are now being undertaken to establish import substitution industries and preference is now being given to the purchase of capital rather than consumer goods. A good indication of this is Mexico where the percentage share of imports taken by consumer goods has fallen from 30 per cent in 1950 to approximately 18 per cent now.

With the tremendous goodwill that exists in Latin America for British goods it is felt by the chamber that Britain could capture a large share of the capital goods market. A British Industrial Exhibition was staged with great success in 1967 and a similar exhibition is to be staged in Brazil in March 1969. To follow up these exercises the London Chamber is to stage a series of British Engineering Weeks in Latin America. The first such event was staged in Mexico in March this year when orders worth almost £500,000 were won. The next British Engineering Week is to be staged in Caracas in the autumn of 1969.

The London Chamber will also be sending several trade missions to Latin America. It organized the first British trade mission to visit Central America in 1966 when it found that a wide range of opportunities were being missed by British industry.

There are however good signs that the British export effort in Latin America is improving. Trade returns for the first six months of 1968 showed a 20 per cent rise in British exports compared with the first half of 1967. In particular British exports to Argentina, Brazil, Cuba, Mexico, and Venezuela showed marked increases.

Car and commercial vehicle production

THE MINISTRY of Technology have announced that September's seasonally adjusted figure for car production was an all-time record despite a big loss in output caused by industrial disputes. It was about 6 per cent higher than the previous record set in April 1964.

Production of cars for export in September – on a seasonally adjusted basis – was also a record and the corresponding figure for the home market was the highest this year. This high output put the total car production in the third quarter of the year 11 per cent up on the second quarter's figure. Production for export was up by 5 per cent and production for the home market went up by 16 per cent.

In terms of recorded figures, production in the five weeks ending September 28 averaged 35,548 cars a week, 37 per cent more than in September 1967. In the first nine months of the year, 1,332,900 cars were produced, a rise of 16 per cent on 1967; export production was 38 per cent higher than last year and home market production 3 per cent higher.

Seasonlly adjusted commercial vehicle production in September was in total at the highest level since March due to high production for the home market. In the third quarter of the year as a whole, total production was 6 per cent higher on a seasonally adjusted basis than in the second quarter, despite production for export showing a rise of only 2 per cent. Actual production in the five weeks to September 28 averaged 8,378 a week, 14 per cent more than in September 1967. In the nine months to September, 297,200 commercial vehicles were produced, 5 per cent more than in the corresponding period of 1967. In contrast to the position in cars, almost all of the rise in production of commercial vehicles as compared with January-September 1967 was in output for the home market.

Full tables will be published in next week's issue. Statistical inquiries to: Industrial Statistics Branch, Ministry of Technology, Dean Bradley House, Horseferry Road, London, S.W.1 (Tel. 01-799 5688, Ext. 34).

How Timpo Toys struck it rich in a Development Area.

Timpo Toys are successful manufacturers of model toys. Over two thirds of their production is exported. In 1964 their order books were growing but they were having to make do with four cramped factories spread around London.

Then they arranged a meeting with the Board of Trade to look at what the Development Areas had to offer. At Shotts, Lanarkshire, in Scotland, they were shown the right factory, ready and waiting. It cost them one fifth the rental that had been asked for comparable factory space in London. They found a ready supply of adaptable labour. They also got capital grants for new machinery and assistance with their moving expenses.

Today there are even better opportunities in Development Areas (Scotland, Wales, the North, Merseyside and the South-West). Grants can cover 25% of building costs for a new factory (in some cases 35%). There are investment grants for new manufacturing plant and machinery—45% on expenditure incurred in 1968, 40% in 1969. Employment Premiums are £97.10s. p.a. for every man on the payroll. And there's an extra £10 per week for every additional man undergoing approved training.

Even in their first year at Shotts, Timpo Toys showed a profit. Since then they've already extended their 32,000 sq. ft. factory by another 40,000 sq. ft. and now they're planning another extension.

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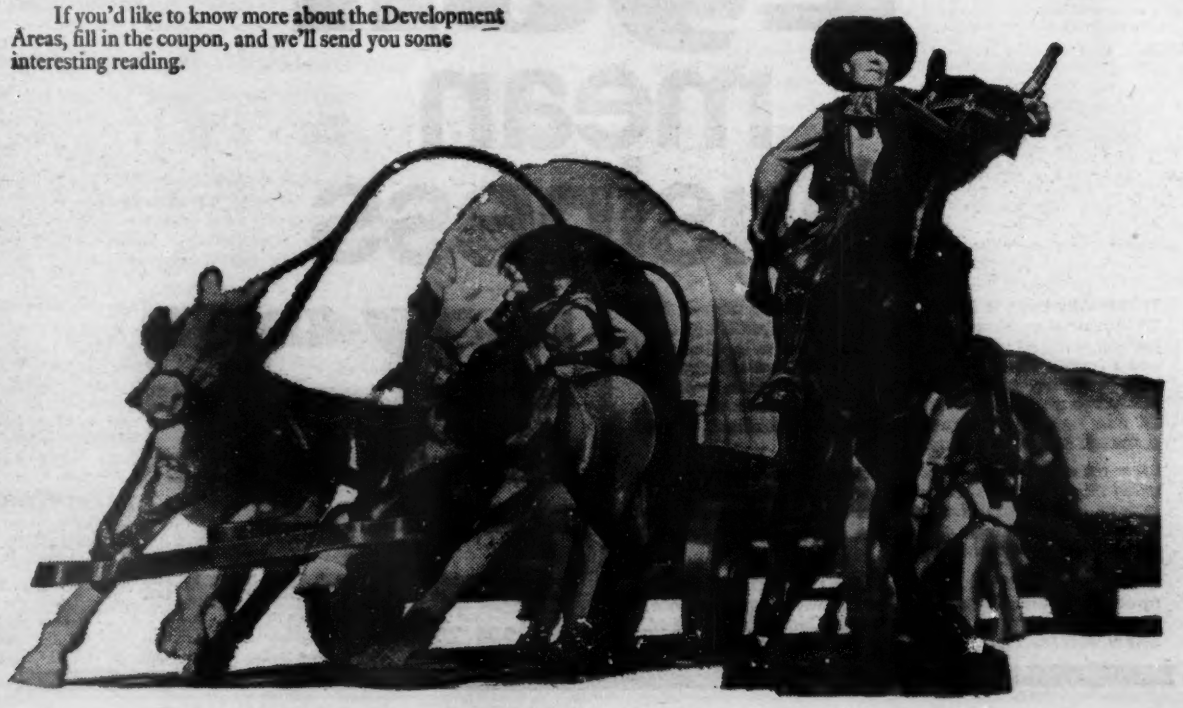

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Board of Trade advance factory in Cumberland occupied

THE ENGLISH Industrial Estates Corporation have announced that Textured Fibres (Cumberland) Ltd., are to occupy a 15,000 sq. ft. Board of Trade Advance Factory on the Solway Estate, Maryport, Cumberland.

Textured Fibres (Cumberland) Ltd., is a newly-incorporated company who will be engaged in the processing of nylon and polyester continuous filament yarns for outer-wear garments. When fully operational it is anticipated that employment will be provided for approximately 55 men and 10 women.

West Wales factory to double its size

DOWTY SEALS LTD. is to double the size of its factory at Milford Haven, Pembrokeshire, and it is aimed to have the new production facilities ready by May 1969.

As the result of the expansion, it is envisaged that the number of employees will increase to more than 300.

New NE factory begins production

VITAFORM BEGAN production in a new factory in Houghton-le-Spring, Co. Durham, today (Friday). The new 26,000 sq. ft. building is on the Fencehouses Industrial Estate, a Board of Trade development area. The company envisages employment for 150 people within three years.

Rhondda Valley firm's expansion

A VACANT BOARD of Trade factory of nearly 50,000 sq. ft. at Llwynypia, Rhondda, has been allocated to Porth Textiles Limited. This marks a further step in the company's expansion following on the completion earlier this year of a 20,000 sq. ft. warehouse and will bring the total space utilized by the company to over 180,000 sq. ft. A new office block at Llwynypia is also nearing completion.

Porth Textiles, who already have three factories as well as their head office in the Rhondda Valley, employ up to 600 workers in the manufacture of narrow fabric and artificial Christmas trees and decorations. These additional premises should initially mean jobs for about 50 more people. It is hoped that within the next few years additional employment will reach several times this figure, of which about 30 per cent will be men.

Exports by Porth Textiles have increased by over 60 per cent over the last 12 months.

Plant extension at Middlesbrough

COINCIDING WITH the centenary of its foundation in 1868, the Middlesbrough firm of Richard Hill opened a new 50,000 sq. ft. plant extension and a 10,000 sq. ft. office block at its Marsh works site on October 24.

The extension provides increased capacity for the company's main products – galvanized and bright-drawn wire for rope manufacture, mild steel fabric and bars for concrete reinforcement and general purpose wire for a variety of applications extending from screen cloth to machine guards and special-purpose containers.

SALE BY TENDER

THE COMMISSIONERS OF CUSTOMS AND EXCISE are prepared to receive tenders for the purchase of tobacco refuse of the following descriptions which may at any time during the year ending on December 31, 1969, be in the Queen's Warehouses at London, Liverpool, Glasgow and Belfast, and may be at the disposal of the Commissioners:

TOBACCO STALKS
OTHER TOBACCO REFUSE (including OFFAL SNUFF but excluding COARSE REFUSE and SHORTS)
COARSE TOBACCO REFUSE (including Shorts)
—at Belfast only

Tenders, on a monthly basis stating the months in which delivery will be required, must be submitted by November 30, 1968.

Applications for Tender Forms should be made to the Secretary, R.D. Section 1, H.M. Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

British commercial representatives overseas

THE LIST of British Commercial Representatives Overseas as published in the *Board of Trade Journal* of September 13, 1968 should be further amended as follows:

FRANCE – Strasbourg: *delete* Mr. J. S. A. Selwyn, OBE, and *substitute* Mr. H. Niblock.

ITALY – Bari: *delete* Mr. W. P. Cronly-Dillon and *substitute* Mr. M. A. Holding.

MALAYSIA – Kuching: *amend* the address of the British High Commission to 'Kuching Office, Thompson Road, Kuching.' (The telephone and telex numbers are unaltered.)

SOUTHERN YEMEN – *delete* Mr. A. F. Green, Second Secretary and *substitute* Mr. D. Slater, First Secretary.

THAILAND – *delete* Mr. W. J. Watts and *substitute* Mr. D. Montgomery.

BP's £60m. development in South Wales

BP have announced plans for a £60 million petrol-chemical plastic complex at Baglan Bay, Glamorganshire. It will provide 900 new jobs from the Port Talbot area and employ 3,000 construction workers over the next two years.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	October 2, 1968	
802,692	Standard Telephones & Cables Ltd.	Electrical calculating equipment.
811,095	Standard Telephones & Cables Ltd.	Stabilized electric transistor oscillators.
867,120	Regie Nationale des Usines Renault	Window balancing devices, for automotive vehicles.
872,463	Standard Telephones & Cables Ltd.	Power supply equipment.
905,709	Standard Telephones & Cables Ltd.	Superconducting switching element with multiple drive.
939,883	Regie Nationale des Usines Renault	Automatic brake correctors for vehicles.
947,145	Standard Telephones & Cables Ltd.	Electromechanical filters.
957,708	Standard Telephones & Cables Ltd.	Waveguides.
966,600	Standard Telephones & Cables Ltd.	Transistor logic circuitry for digital systems.
968,779	Regie Nationale des Usines Renault	Accelerator pedals of automobile vehicles.
992,845	Antonius Hendrikus Eikmans	Electrophoretic analysis.
996,237	Ste Ame Cockerill-Ougree	Reinforcing rods for concrete.
1,000,354	Regie Nationale des Usines Renault	Rotary-piston internal combustion engines.
1,003,285	Regie Nationale des Usines Renault	Rotary-piston internal combustion engines.
1,045,204	Renwick, Wilton & Dobson Ltd.	Dynamo-electric machines.
1,045,205	Renwick, Wilton & Dobson Ltd.	Centrifugal pumps.
1,054,669	James Percy Frederick Boon	Apparatus designed for the compiling of and/or visual presentation for the study of contrasting data both static or in motion at variable speeds.
1,101,887	Peglers Limited	Water taps.
1,107,705	The Ray Engineering Company Ltd.	Handles for attachment to shanks.
1,113,176	Marshall Bauder	Heat exchange unit.
	October 7, 1968	
838,984	The Fairey Company Limited	Improvements relating to the formation of external fins on metal tube stock.
992,661	Brown, Boveri & Company Limited	Transistorized control circuits.
1,004,773	Etat Francais	Containers and methods of forming containers.
1,010,131	Fiat Societa per Azioni	Hermetically sealed electric rectifier stacks.
1,065,152	Ling-Temco-Vought Inc.	Multiple pulse modulator.
	October 8, 1968	
905,538	Standard Telephones & Cables Ltd.	Polarized multiple electromagnetic switch.

(*Continued at foot of next page*)

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Aviation and Shipping

President appoints Scientific Adviser for Civil Aviation

MR. ANTHONY CROSLAND, President of the Board of Trade, proposes to appoint a permanent Scientific Adviser (Civil Aviation), to keep the civil aviation scene continually under detailed review to see whether worth-while improvements are possible by the application of scientific techniques using science in its broadest sense.

He will be concerned to provide a sounder basis for longer-term planning and will initiate studies to cover future developments and to meet operational requirements. He will also initiate, arrange and supervise the necessary research and development programme.

Mr. S. F. Follett, who has been employed on a part-time basis to advise the Board of Trade on an appropriate organization for research and development, will continue to act as Scientific Adviser until a full-time appointment is made.

Anglo-Colombian air talks

AVIATION DELEGATIONS representing the Governments of Colombia and the United Kingdom of Great Britain and Northern Ireland met in Bogota from October 16 to 19, 1968 for the purpose of discussing modifications in the agreement on air services between and beyond their respective territories signed in Bogota on October 16, 1947. The talks were conducted in a very cordial and friendly atmosphere. At the conclusion of the talks the two delegations agreed to submit their recommendations to their respective Governments which will be confirmed by an exchange of diplomatic notes.

Civil aircraft accident report

THE BOARD OF TRADE has published the report on the accident to Kranich-Messerschmitt Mk. 2 Glider at Walney Island Aerodrome, Lancashire on July 23, 1967. (Copies from HMSO, 49 High Holborn, London, W.C.1, and branches, price 2s. 3d.).

New chairman for Docks Modernization Committee

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has appointed Mr. George Cattell as independent chairman of the National Modernization Committee for the Port Transport Industry, the body set up by the two sides of the National Joint Council for the Industry to progress implementation of the Devlin report of August 1965.

The committee met on October 29 to consider the next stage in the continuing programme for modernization of the industry.

Mr. Cattell is director of the Manpower and Productivity Service of the Department of Employment and Productiviy, to which he was appointed in June of this year. He was previously director of Manufacturing for Rootes Motors Ltd.

Lord Brown, who chaired the National Modernization Committee throughout the negotiations which led to the decasualization of the industry in September 1967, earlier this year made known his wish to resign from the committee on account of his commitments as Minister of State at the Board of Trade with special responsibility for exports.

Mr. Tom Claro continues as deputy chairman of the committee.

An agreement has been signed between Upper Clyde Shipbuilders Ltd. and the Oriental Marine Co. Ltd. of Korea for the building of four bulk carriers of 54,000 tons deadweight and valued at approximately £12 million. Seen from left to right at the signing of this agreement in London are – standing: Mr. J. F. Starks (technical director, UCS), Mr. Un Bum Park (vice-president, Oriental Marine), Mr. M. M. Aaron (managing director, Industrial Development & Finance Corporation, Brussels), Mr. J. M. Hamilton regional sales director, UCS), Mr. Hyop Chang (consultant to Oriental Marine), Mr. D. Davis (Geoffrey's Bank, Brussels); seated: General Kwang Sup Yim (president, Oriental Marine), Mr. A. E. Hepper (chairman, UCS), Mr. A. Newman (president, Geoffrey's Bank, Brussels). Orders obtained since the formation of UCS on February 7 this year total £39 million. This does not include the present figure of £12 million.

PATENTS ENDORSED LICENCES OF RIGHT, *continued*

NUMBER	GRANTEE	SUBJECT MATTER
951,303	Standard Telephones & Cables Ltd.	Strip of contact blades for printed circuit boards.
994,288	Chemische Werke Witten G.m.b.H.	Manufacture of methyl ester amides of carbocyclic, aromatic dicarboxylic acids.
998,228	Chemische Werke Witten G.m.b.H.	Esters.
998,653	Chemische Werke Witten G.m.b.H.	The preparation of dicarboxylic acid ester amides.
1,076,448	Gevaert Photo-Produeten N.V.	Process for the production of photographic images.
1,096,701	Cerebos Foods Limited	Improvements in apparatus for whipping and foaming materials.
1,110,287	Gevaert-Agfa N.V.	The manufacture of electrophotographic materials.
1,113,625	Henrjksen, Ernst Johan Jens	Methods of inserting fluent materials into pen reservoirs.
	October 15, 1968	
804,541	Coal Industry (Patents) Ltd.	Improvements in mine blasting, particularly those in which time delay fuses are employed.
848,749	The Upjohn Company	Steroids and the manufacture, thereof.
871,764	The Upjohn Company	Steroids and the manufacture, thereof.
871,811	The Upjohn Company	Steroids and the manufacture, thereof.
873,300	The Upjohn Company	Steroids and the manufacture, thereof.
873,608	The Upjohn Company	Steroids and the manufacture, thereof.
874,375	The Upjohn Company	Steroids and the manufacture, thereof.
875,570	The Upjohn Company	Steroids and the manufacture, thereof.
876,009	The Upjohn Company	Steroids and the manufacture, thereof.
878,707	The Upjohn Company	Steroids and the manufacture, thereof.
886,963	The Upjohn Company	Steroids and the manufacture, thereof.
893,144	The Upjohn Company	Steroids and the manufacture, thereof.
978,130	Etablissements Ceramiques, Charles Fourmaintraux and Delassus	Beading.
982,940	The Republic of France	Urethanes and oxazolidinediones and their thio analogues.
991,112	Ciments Lafarge	A method of manufacturing super white cement.
1,024,160	John Warren Hough	Mould treating apparatus.
815,450	Standard Telephones and Cables Ltd.	Electromechanical resonant vibrator.
950,047	Standard Telephones and Cables Ltd.	Connectors for electric circuit boards.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patents Office.

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on page 1179.

TUESDAY, OCTOBER 22

Staff pay at airports

Mr. William Rodgers, Minister of State, Board of Trade, replying to a questioner who asked if he would circulate in the Official Report the rates of pay of cleaning and catering staffs at all British airports, said: 'I can only answer for the staff directly employed at Board of Trade airports and by the British Airports Authority. Cleaning services at most of these airports and all catering services at them are provided by contractors. At Stansted and Prestwick, the British Airways Authority employ staff for cleaning public areas at a basic weekly rate of £15 1s. At the Board of Trade's aerodromes at Belfast, Cardiff, Hurn and Edinburgh part-time cleaners are employed at the following basic hourly rates: charge hand 4s. 8d., leading hand 4s. 7d., and cleaner 4s. 5d.'

Airport landing fees

The President was asked why, under the prices and incomes policy, landing fees at airports run by the Board of Trade and the British Airports Authority were higher than those chargeable by municipal airports. In reply, Mr. Rodgers said that the recent increases in landing fees at Heathrow and Board of Trade aerodromes and in navigation service charges at those aerodromes where the National Air Traffic Control Service provided this service applied to international services only. They were imposed following devaluation to maintain our earnings of foreign exchange and being international in character were regarded as within prices and incomes policy.

Turnhouse airport radar

Asked whether he could now state when radar will be installed at Turnhouse Airport; and when a new runway would be provided there, Mr. Rodgers said it was estimated that the radar will be in operation by the summer of 1970. He was not in a position to say when a new runway would be provided.

Aircraft navigational aids

A questioner asked how many VHF Omni-Directional Range (VOR) beacons in the British airways system had co-located or associated Distance Measuring Equipment (DME) facilities; whether they had any plans for increasing this number; and whether, in the light of its suitability for smaller aircraft, they would approve the VOR/DME system as standard in addition to the Decca system already approved. In reply, Lord Beswick said that eight of the VHF Omni-Directional Range (VOR) beacons in the United Kingdom airways system had co-located or associated Distance Measuring Equipment (DME) facilities. A plan to increase this number to 24 was proceeding and the majority (22) should be installed by December 31, 1969. VOR/ DME was the ICAO standard short-range navigational standard system for that purpose in the United Kingdom. It was usable by any aircraft which carried the necessary airborne equipment. For flights under Instrument Flight Rules in controlled airspace, aircraft were required to be equipped with a VOR receiver and an automatic direction finder. No general exemption from this requirement was granted but it had been agreed that Decca equipment might be used instead. There was no requirement at present for aircraft to be equipped with a DME receiver; this could become necessary and the matter was being kept under review.

WEDNESDAY, OCTOBER 23

Cleanliness in airport buildings

Asked to introduce legislation to enable him to improve the standards of cleanliness in the terminal buildings at all airports under the control of the Airports Authority and to introduce efficient catering services, Mr. Rodgers said he did not necessarily accept the implied criticism of the present position but in any case this was not an appropriate subject for legislation. It was a matter of day to day management.

Prestwick-London flights

A questioner asked on how many days were there flights from Prestwick to London; and if a general direction could be issued to the British Overseas Airways Corporation and British European Airways to improve the service. Replying Mr. Rodgers said: There was now normally passenger flights on five days a week, and eight cargo flights per week. The frequency of all services was a matter for the commercial judgment of the airlines concerned.

Improvement in United Kingdom-Libya service

The President was asked what steps he proposed to take to facilitate the improvement of the air services between the United Kingdom and Libya. In reply Mr. William Rodgers, Minister of State, Board of Trade, said the airlines operating the route were free to meet and develop the demand for their services. He understood that from April next year BOAC intended to offer four services a week instead of the present two.

Goole-Thorne airport

Mr. Rodgers, in reply to a question as to what representations he had received from local authorities and organizations regarding the conversion of Lindholme Royal Air Force Station to civilian use, and the creation of a new South Yorkshire airport in the Goole-Thorne area; what reply had been sent; and what action was proposed, said that there had been no representations about the conversion of Lindholme to civil use. He understood that proposals for an airport in the Goole-Thorne area had been forwarded to the Commission on the Third London Airport. The commission would no doubt take account of them.

Investigation of air crash

Asked what proposals he had arising from the findings of the inquiry into the destruction of the British European Airways Comet over the Mediterranean in October 1967, for the improved safety of passengers, Mr. Rodgers said he was following up the recommendations both for a feasibility study of the methods of detecting explosive devices and for the development of means to facilitate the location and recovery of the flight data recorder when an aircraft crashed into water. In both cases there were difficult technical problems which would take some time to investigate.

Safety of planes used for holidays

The President was asked what steps he had taken to ensure that all planes used for package deal holiday trips were fully maintained, inspected, not overworked and controlled for this purpose by a total number of flying hours or a maximum number of years in service. In reply Mr. Rodgers said that all aircraft used for public transport were required to be maintained in accordance with maintenance schedules approved by the Air Registration Board. These required inspection, maintenance and overhaul after specified intervals of flying and calendar time. No ultimate life for an aircraft was specified by the Air Registration Board, but they had a procedure under which safe 'lives' were established for critical parts.

Air travel in United States

Mr. Rodgers said he was aware that passengers in British civil aircraft in transit through Kennedy Airport, New York, to onward destinations in the same aircraft were subject to customs, immigration and health procedures; asked whether, in view of the fact that this was contrary to normal international practice, he would ask the United States authorities to desist from this practice, he said that the United States authorities had notified the International Civil Aviation Organization, as they were entitled to do under the Convention, of a difference between their own procedures and those prescribed as a standard in Annex 9 of the Convention. There was no discrimination against British aircraft or passengers and it would not be appropriate for him to intervene.

Inquiry into United Kingdom shipping industry

Asked to make a statement on the progress made by the committee which was reviewing the organization and structure of the United Kingdom shipping industry, Mr. Rodgers said that the inquiry was a major undertaking and the Committee were anxious to complete their report by the end of next summer.

Five railway coaches, built by Metropolitan-Cammel Ltd. of Birmingham are being shipped by the Elder Dempster cargo liner 'Dalla' to Matadi in the Democratic Republic of the Congo. They are to form a train for the state ceremony in the Congo on November 24.

Three Board of Trade films on breaking and entering

Here's vital information for any company breaking into overseas markets

1. 'Call Export Intelligence'
This is the most recent of the Board of Trade's films of interest to all exporters. It describes in 30 minutes the structure and operation of the Board's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. It shows how they can provide expert advice and assistance tailored to suit an individual firm's needs.

2. 'Shop Windows for Exports'
A 24-minute colour film which outlines the respective merits of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited to his product.

3. 'The Friendly Invasion'
This 12-minute colour film, which was made at the Brussels and Toronto British Weeks, shows how the products of hundreds of British firms were sold to the public from every suitable shop in the two cities. The film explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

These 16-mm colour films, prepared for the Board of Trade by the Central Office of Information, give a graphic and comprehensive picture of the ways in which the Board of Trade can help British companies to sell abroad.

The Board has also published a set of leaflets summarising each film and giving useful contact points. They are available free of charge from the Board of Trade, Room 707, 1 Victoria Street, London SW1.

If you want to know how the Government's services to exporters operate and how they can help your firm, you should see these films. Copies of all three are readily available on hire from:

The Central Film Library,
Government Buildings,
Bromyard Avenue, Acton,
London W3. (Tel: 01-743 5555)

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

TUESDAY, OCTOBER 22

Southern Rhodesia was debated (The debate on Southern Rhodesia is reported in *Hansard*, cols. 1097 to 1238).

WEDNESDAY, OCTOBER 23

Trade with South Africa

The President was asked if he would make a statement on the development of trade with South Africa. In reply Mr. Edmund Dell, Minister of State, Board of Trade, said that in the first eight months of this year, exports were £177 million and imports were £192 million. Exports were a little down compared with 1967 but total South African imports had been falling and the indications were that we had been maintaining our position in this market.

United Nations Development Board meeting

In a statement on the proceedings of the United Nations Trade and Development Board meeting held in Geneva in September, Mr. Dell said: 'This Session of the Board was largely devoted to examining the methods of work of the Conference, the Board itself and its principal Committees. The main conclusions were that the Sessions of the Conference should in future be shorter and that they should be concentrated on issues of fundamental importance, and that the Board should normally meet once instead of twice a year. The Board also considered the role of UNCTAD in the preparations for the Second United Nations Development Decade.'

Government Social Survey on cars

In reply to a question as to how the official calculation that the standard of living improved through a rise from 40 per cent to 44 per cent between 1966 and 1967 in the ownership of cars, in view of the fall in the production on motor vehicles, private and commercial, from 2,256,000 to 2,093,000 in the same period as set out in the official publication Britain in Figures, Mr. Dell said: 'The figures 40 and 44 per cent relate to 1965 and 1966, not 1966 and 1967. They come from the annual Family Expenditure Surveys conducted by the Government Social Survey. A rise in the proportion of households owning cars is not inconsistent with a fall in the output of vehicles.'

BNEC and finance for trade missions

Replying to a question as to what sum the British National Export Council estimated it would save in the current and future financial years by the recently announced cuts in financial help to trade missions abroad, Mr. Dell said: 'About £25,000 during the current financial year. This, however, is on a rising estimated total expenditure for this purpose. No precise estimate of saving in future years can be made at present.'

Hotel loans scheme

In a statement concerning the progress of the hotel loans scheme, giving the number of applications so far received and the terms and conditions on which loans were to be issued. Mr. William Rodgers, Minister of State, Board of Trade, said that 139 applications for loans were received before the Scheme was closed for new applications on March 31 of this year. Loans were offered on the terms and conditions recommended by the independent Hotel Loans Advisory Committee as appropriate to each case.

Cancellation of British Week in Basle

In reply to a question as to the cost to public funds resulting from the boycott and subsequent cancellation of a British Week in Basle as the result of a protest against British arms supply to Lagos; and what action he was taking to obtain full information about Press demands for similar action in Germany, Holland and Belgium, Mr. Dell said: 'The estimated cost to public funds will be about £3,500. No British Weeks are impending in Germany, Holland and Belgium.'

Proposed merger of firms

The President was asked in what respects the proposed merger of the firms engaged in trawler fishing differed from the plan recently rejected by the Monopolies Commission; and whether he would make a statement.

In reply Mr. Dell said that discussions were continuing between the Industrial Reorganization Corporation and firms in the industry but they had not yet had firm proposals. It would be premature to make a comparison with the merger considered by the Monopolies Commission.

Weights and Measures Act

Asked if he would take steps to arrange for the primary examinations of prepackaged commodities under the Weights and Measures Act 1963 and other legislation to be undertaken at the point of production or importation, Mr. Dell said that a substantial amount of testing of pre-packed commodities under the Weights and Measures Act 1963 was already carried out at the point of production or importation.

Horticultural exports

A questioner asked what means were being used to encourage the export of horticultural and allied products. In reply Mr. Dell said that the Government's export services were fully available to exporters of horticultural and allied products. In recent years they had supported a number of joint ventures organized by the Federation of Horticultural Exporters at overseas trade fairs.

Imports of Japanese cars

Asked what were the value and numbers of Japanese motor cars imported so far this year; and what were the comparative value and numbers for 1966 and 1967. Mr. Dell said that up to the end of August of this year these were 4,240, valued at £1,485,012. Figures for the corresponding period in 1966 were 1,209 Japanese cars valued at £458,544 and in 1967 1,063 cars valued at £405,905.

Investment grants in Scotland

The President was asked what was the value of private manufacturing investment in Scotland qualifying for investment grants in the latest period of 12 months for which statistics were available; and what was his estimate of the value of private manufacturing investment in Scotland which would have qualified on the same criteria for investment grants in 1964, both at 1964 prices. In reply Mr. Dell said: 'Investment by manufacturing establishments in Scotland in 1966 on which grant had been paid by March 31, 1968, was £83 million at 1964 prices. I cannot say what investment during 1964 would have attracted grants; but total manufacturing investment in plant and machinery in Scotland in 1964 was about 30 per cent lower than in 1966.'

Rates of investment grants

Asked whether he still intended to end the temporary increase in investment grants at the end of the year, Mr. Anthony Crosland, President of the Board of Trade, said: 'Yes. As I made clear on July 22, the rates of investment grant will revert to 40 per cent-20 per cent on January 1, 1969.'

Industrial development

A number of questions concerning industrial development on Merseyside, and the rate of unemployment in Mexborough are reported in *Hansard*.

Trade with Russia

Lord Brown, Minister of State, Board of Trade, was asked the total of the unfavourable balance of trade with the USSR over the past five years. He replied that over the five years, 1963-67, imports from the USSR, measured c.i.f., averaged £112.3 million a year and exports and re-exports, measured f.o.b., averaged £53.2 million a year. The difference between the figures overstated the unfavourable balance of trade because of the differences in valuation.

THURSDAY, OCTOBER 24

Imports of cheese

Mr. Edmund Dell answered a question on what increase in imports of cheese there had been in the last three months. He said: '13 per cent by weight and 7 per cent by value in the period June to August 1968, compared with the same period in 1967.' Mr. Dell also gave information on the amount of cheese imported in each of the past five years and to the nearest convenient date this year; and the proportion each year imported from the European Economic Community countries (*Hansard*, cols 357-358).

Statistics on export of calves

Replying to a Member who asked about the lack of proper statistics relating to the export of calves; and if he would introduce a new category in the Trade and Navigation Accounts to distinguish the export of calves from exports of cattle other than for breeding. Mr. Dell said: 'Yes. Arrangements have already been made to introduce separate headings for the export of bull calves and of heifer calves. These will appear in the revised Export List which will apply to trade next year.'

Industrial development

Questions were answered on industrial development certificates issued for the total area of Great Britain, and for Basildon New Town and for Brentwood Urban District Council.

Safeguarding of Industries Act

Lord Brown, answering a question on the industries assisted under the Safeguarding of Industries Acts, 1921 and 1925, which could be said to have established themselves in the

(Continued on next page)

PARLIAMENTARY ANSWERS,
continued

long run, and which had failed to do so, said: 'All, or virtually all, of these industries have established themselves in the United Kingdom. As a result of international tariff negotiations culminating in the Kennedy Round, the original high most-favoured-nation rates of duty have been reduced, and further reductions will take place between now and January 1, 1972. Imports of all the goods concerned may now be imported from EFTA countries and the Irish Republic free of duty, and nearly all the goods may also be imported from the Commonwealth Preference Area free of duty.'

FRIDAY, OCTOBER 25

Monopolies Commission

The President made the following statement regarding the future of the Monopolies Commission.

'I have recently made two important new references to the Monopolies Commission relating to refusal to supply and fire insurance. The Commission already has in hand a number of other major inquiries.'

Dealers' rings at auction rooms

Two questions concerned the operation of dealers' rings at certain auction rooms. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said she was considering representations made. 'I have not yet received evidence of illegal operations, but will make further inquiries and write to the rt. hon. Member as soon as possible,' she added.

Duccio's 'Madonna and Child'

'The application is being dealt with in accordance with the normal procedure set out in the Notice to Exporters on the Export of Works of Art and Antiques, dated September 26, 1966,' said Mrs. Dunwoody, answering a question on the Madonna and Child, attributed to Duccio, acquired for £2,700 at a sale at Aldwick Court on March 26, 1968 and currently under offer to Cleveland Museum, Ohio, United States, for £150,000.

Note: The painting was bought by the National Gallery this week for £150,000.

Imports of pulp

Asked for a table showing the imports of pulp by tonnage and value for the years 1965, 1966 and 1967, and for the first eight months of 1968; and equivalent figures for the consumption of waste paper, Mr. Dell said that statistics on imports of pulp of different kinds were given on pages 38 and 39 of Table 1 of the Overseas Trade Accounts for December 1966, December 1967 and August 1968; these include negligible amounts of waste paper.

The usage of waste paper was:

	Thousand tons
1965	1599.1
1966	1567.0
1967	1568.0
1968 (January to August)	1132.4

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2 (01-405 3422).

Current Activities of the Education Systems Department of System Development Corporation, by M. D. Ashton. 3 pages. *UKSM Report No.* 68/58. SDC is a non-profit organization engaged upon research, development and application work in computer and information technologies and system sciences. The Instructional Management System, PLANIT or Programming Language for Interactive Teaching, and a student counselling system are discussed in this publication.

Research in Progress at the Salt Lake City Metallurgy Research Centre, US Bureau of Mines, by M. D. Ashton. 5 pages. *UKSM Report No.* 68/61. The 1968-69 research programme of the Salt Lake City Metallurgy Research Centre includes projects aimed at recovering gold, silver, copper and refractory metals from scrap produced during the production of a variety of components which utilize these metals. Investigations of efficient methods for dealing with scrap automobiles are also carried out at this and several other UKSM centres.

The USAEC Abundant Nuclear Energy Conference, by M. D. Ashton. 8 pages. *UKSM Report No.* 68/62. This report summarizes papers presented at the Conference on Abundant Nuclear Energy, Gatlinburg, Tennessee. The possibilities for producing cheaper nuclear energy in the 1980's and 1990's, through developments which are at present in the experimental stage or are likely to result from current socio-economic trends, were presented. The impact that this cheap power might have upon specific industries or upon agro-industrial complexes, as yet unestablished, was then discussed by a number of speakers who covered a broad range of industrial processes.

The Use of Computers at Texas A & M University in Aquatic Systems Analysis, by M. D. Ashton. 2 pages. *UKSM Report No.* 68/63. Professor R. W. Hann described some of the ways in which computers were being used in research and application to aquatic systems analysis. He described the use of computers for regional project planning, liquid waste assimilation in river systems, and estuary modelling.

Superconducting Devices and Applications, by H. K. Bourne. 6 pages. *UKSM Report No.* 68/66. Superconductivity has made possible the construction of several devices of importance in research and development, but so far it has not had any commercial applications. This report summarizes the state-of-the-art in applications of superconductivity to electric power, high field magnets, computers and in high frequency equipment.

Terrestrial Applications of Space Research, by H. K. Bourne. 7 pages. *UKSM Report No.* 68/67. This report discusses applications of space research using remote sensing for obtaining information on the resources of the land and sea, and the use of space satellites in atmospheric research and meteorology. Advances needed in electronics to accomplish these goals are also described.

INDUSTRIAL VISITORS SEE GOVERNMENT INFORMATION SERVICES

A group of representatives of industry visited the Central Office of Information recently and were introduced to the work of the COI by the Assistant Controller (Overseas), Mr. R. A. Fleming (extreme left). The visitors, who came from electrical, chemical, petrochemical, food and engineering companies, then took part in discussions on the Export Publicity Services of the COI with members of Overseas Press Services, photographs, films and television, exhibitions, radio publications, Reference, Tours and Production Services Divisions and Regional Unit.

New Books

Industrial Statistics, by C. W. Lowe. Volume 1. (416 pages. Business Books, £6 5s.) The basic thesis of this publication is that industrial managers have to consider data and try to determine their meaning. They make decisions, based on experience and judgment, which are used to derive and to interpret information from the data. Everyone engaged in management wants the majority of his decisions to be right and it is equally important to know why the others are wrong. Any decision made usually contains two major elements; evidence obtained from data, and a rule for judging the evidence. The formal contribution of statistics to management is that it lays down some ground rules as to how the evidence should be obtained and how the rule should be applied in judging the evidence. It also enables one to calculate the probability of a decision being correct. Most books on statistics have been written for those who are well-trained in statistical theory. This book, however, is for statisticians working in industry who may have no formal training in mathematics or statistics. The author, who has degrees in chemistry and mathematics, is the manager of the Operational Research Section of a large chemical company and has been engaged in statistical work since 1955. He has produced a straigthforward 'work' book containing methods, procedures and techniques which can be used quickly and simply. The main statistical topics covered are chance, probability, the use of charts and graphs, tests of significance, analysis of variance, correlation, analysis of covariance, sampling and testing. Each chapter contains suggestions for further reading and additionally, a bibliography of 57 items is provided. A number of statistical tables are also included in an appendix.

The Latin American Economy in 1967. United Nations Economic Commission for Latin America. (41 pages. Available from HMSO and other Government bookshops. 6s. 6d.; by post 7s.) Described as being an 'excerpt from the ECLA Survey', this booklet appears to be a summary of the main points which will appear in ECLA's *Economic Survey of Latin America,* 1967, which has not been published yet. An introductory section reviews the general economic trends during 1967 in the region as a whole. This is followed by short notes on the major sectors of economic activity, and reviews of recent economic developments in Argentina, Barbados, Bolivia, Brazil, Central America, Chile, Colombia, the Dominican Republic, Ecuador, Guyana, Haiti, Jamaica, Mexico, Panama, Paraguay, Peru, Trinidad-Tobago, Uruguay and Venezuela.

Making Manpower Effective, by James J. Lynch. Part I. (173 pages. Pan Books Ltd. 7s. 6d.) Manpower planning and forecasting is a matter of concern at international and national levels of economic planning. In the United Kingdom the rise of the industrial training boards is giving an increasing emphasis to the need for effective manpower planning at the industrial level. At present there are only a few large companies which have specialist departments to develop manpower plans and forecasts. In some cases responsibility for manpower planning is assigned to the personnel manager, in others it is not explicitly assigned to anyone. Yet, if a company is to prosper and grow the functions of manpower planning must be carried out effectively. In this book, Mr. Lynch of the Civil Air Transport Industry Training Board, describes for the non-specialist how to go about devising a manpower planning strategy, which encompasses such topics as preparation of a manpower plan, statistical techniques, cost-effectiveness of employees, and manpower forecasts.

The Affluent Worker: Industrial Attitudes and Behaviour, by John H. Goldthorpe, David Lockwood, Frank Bechhofer and Jennifer Platt. (213 pages. Cambridge University Press. £2; paperback 12s.) The affluent workers studied in this book are employees of three major industrial concerns sited in Luton, a town which benefited faster and more consistently than almost any other in Britain from the economic progress of the fifties and early sixties. The three firms were selected as being among Luton's best-paying employers, and also on account of their advanced personnel and labour relations policies. At the same time, this choice enabled comparisons to be made between workers engaged in very different types of production systems. On the basis of material from interviews and other data, the authors examine in detail workers' experience of their industrial jobs, their relations with workmates, and the nature of their attachment both to the organizations which employ them and to their trade unions. In a concluding chapter they review what appear to be the main implications of their research in both its theoretical and descriptive aspects.

Work Measurement: Some Research Studies, by Norman A. Dudley. (139 pages. MacMillan. £2 2s.) This review of a series of British work measurement researches supplements existing authoritative textbooks on work measurement and time study. It will be of particular interest to work study practitioners and those engaged in work measurement research in view of the full discussion of the theoretical and practical implications. Details are given of the National Time Study Rating Survey, of field studies on compensating relaxation allowances, of work sampling and motion-time studies. Information is given on the increasingly important effects of pacing worker performance.

Trade Unions and Industrial Relations, by N. Robertson and J. L. Thomas. (222 pages. Business Books. £2 10s.) Though industrial relations embrace a much wider field than is represented by organized labour alone, the larger subject can, perhaps, best be approached in the first instance by a study of trade unions. This work, therefore, sets out to provide the student of industrial relations with a concise textbook which, while not overlooking the importance of the historical background, is primarily concerned with topics relevant to an understanding of the present-day nature of industrial relations. By examining the main contemporary problems in this field, its further aim is to provide the student with a framework of analysis which is applicable to the solution of practical problems, especially those which he is most likely to encounter at the level of the individual firm and on the 'shop floor'.

Management Development, edited by Lesley Bernstein. (198 pages. Business Books. £2 5s.) Management development, with its twin aims of improving managerial performance and organizing management succession, entails regular assessment and the provision of suitable training. This book which forms part of the *Management in Action Series,* describes the techniques progressive companies are using to improve executives' performance, prepare them for greater responsibility and retain them up to board level.

The Times 500: Leading Companies in Britain and Overseas 1968-69. (64 pages. Times Newspapers Ltd. 10s. 6d.) Previously known as *The Times* 300, because it listed the top 300 industrial companies in Britain, the fourth edition of this publication has been enlarged to includes 200 additional companies and more comprehensive information about them – and has been retitled in consequence. It also contains information about property companies, insurance companies, unit and investment trusts, and the leading companies in certain overseas countries. Also new to this edition is a table of London based merchant banks, and details about the top Canadian and Japanese industrial groups.

Britain and Latin America. Central Office of Information. (60 pages. Available from HMSO and other Government bookshops. 8s. 6d.; by post 9s.) This pamphet outlines the British contribution to the foundation and development of the Latin American republics and describes their economic, cultural and political relations with Britiain. The account includes as assessment of the volume and distribution of past and present British investment in those countries. Appendices give statistical tables and notes on the historic economic partnership between Britain and Latin American republics. A useful reading list is included.

American Industry in Developing Economies: The Management of International Manufacturing, by Wickham Skinner. (287 pages. John Wiley and Sons. £4 10s.) This book is the result of a number of years' study of several United States corporations which have foreign branches in developing economies around the world. Emphasis is on the identity of major problems which are encountered in such operations, the isolation of key factors, and frameworks for useful and profitable thought by both overseas plant managers and headquarters' general management.

Innovation in Marketing: New Perspectives for Profit and Growth, by Theodore Levitt. (204 pages. Pan Books Ltd. 7s. 6d.) Professor Levitt is Professor of Business Administration at the Harvard Business School, and this volume is the first British edition of a book that was published in the United States in 1962. The author's approach to marketing is not as a business function, but as a profit building view of the entire business process. The book distinguishes between selling and marketing, and suggests that a strictly sales orientated approach to doing business can be disastrous. Selling focuses on the needs of the seller, marketing on the needs of the buyer. Selling is preoccupied with the seller's needs to convert his product or service into cash; marketing with the idea of satisfying the needs of the customer by means of the product or service. It is from this thesis that Professor Levitt sets out to demonstrate in practical terms how the theory can be converted into concrete results.

Area Management and Field Marketing, by F. R. Chorley. (95 pages. Rea Publishing, Broadmead House, 21 Panton Street, London SW1. 12s. 6d.) A practical guide on selling to the grocery trade, containing information for all executive levels from supervisor to sales manager.

Other Publications

CONTRACTING IN CIVIL ENGINEERING SINCE BANWELL: A SURVEY OF THE IMPLEMENTATION OF THE RECOMMENDATIONS OF THE COMMITTEE UNDER THE CHAIRMANSHIP OF SIR HAROLD BANWELL ON THE PLACING AND THE MANAGEMENT OF CONTRACTS: A REPORT BY A WORKING PARTY OF THE ECONOMIC DEVELOPMENT COMMITTEE FOR CIVIL ENGINEERING. National Economic Development Office. 30 pages. Available from HMSO and other Government bookshops. 5s.; by post 5s. 8d.

ONE HUNDRED QUESTIONS IN AUDITING WITH SUGGESTED ANSWERS FOR ACCOUNTING EXAMINEES, by Donald Kirkby. 160 pages. Pergamon Press. Hard-cover 25s; flexi-cover 17s. 6d.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
November 5-6 .	Plant and equipment, miscellaneous stores .	Central Ordnance Depot, Bicester, Oxon .	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 2073).

Steam driven and other generators; Le Blond lathes; pile hammers; compressors; diaphragm and centrifugal pumps; pulley and snatch blocks; shackles; tool boxes, etc.; electrical, engineering, wireless, generator and vehicle spares; compasses; compass master indicators; gyro sets; pocket watches; furniture including lockers; cabinets; wardrobes; chairs; tables; desks; carpets, etc.; kitchen equipment; metal safes; hand tools; aircraft and M.T. tyres; clothing including jerkins; battle dress blouses; women's raincoats; khaki shirts; white shirts; vests; drawers; footless stockings; thin socks; cap comforters; greatcoats; skirts and other clothing.

November 12 .	Miscellaneous stores	Command Ordnance Sub-depot, Reed Hall, Colchester, Essex.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).

Machine tools; miscellaneous vehicle spares; Rolls-Royce, Commer and Petter engines; charging sets; generating sets; Coventry Climax fire pumps; pneumatic concrete breakers; 3-ton portable runways with chain block and tackle hoists; miscellaneous hand tools; batteries; musical instruments; scrap metals and rubber; collapsible wooden boxes; office and household furniture; clothing including women's blue slacks, skirts and raincoats; greatcoats; B.D. blouses and trousers; web belts, anklets, packs and haversacks; groundsheets and other general stores.

November 19 .	Miscellaneous stores and equipment .	Youth Club Building (adjacent to Indoor Bowling Club) Riverside, Chatham.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101).

Machine tools including shaping and slotting machines; Ward and Herbert combination turret lathes; Swift, Denham, Churchill-Redman SS and SC lathes; milling and drilling machines; grinders, etc.; water distillation plant; concrete mixers; road roller; air compressors; petrol engines; welding and pumping sets; fork lift truck; steel packing pallets; Milton steel racks; tradesmen's hand tools; motor vehicle spares; rubber tyres; prismatic binoculars; telescopes; watches; wood packing cases; scrap ferrous metal; large quantity glass; crockery and kitchen and table utensils; leather ankle boots; white and coloured blankets; greatcoats; men's drawers; shirts; B.D. blouses; trousers; jackets; woollen and mixed rags; carpets; mattresses; haversacks; large quantity furniture and other general stores.

November 26 .	Industrial equipment, miscellaneous stores .	Command Ordnance Sub-depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2. (Tel. 053-2 20898).

Fork lift trucks; compressors; generators; charging sets; lathes; drilling and grinding machines; woodworking machines; pumping sets; steam cleaner; cranes; weighing machines; M.T. assemblies; industrial tractors; trailers; towing ambulances; transporting and lifting equipment; electric cable; wireless and signal equipment; testing instruments; pneumatic tools; hand tools and tool kits; tyres; fire fighting equipment, safes; wood and metal boxes; screw cutting and reamer sets; portable runways, 3-ton; gravity roller conveyors; ironmongery; musical instruments; household and kitchen equipment; respirator and webbing haversacks; raincoats; tents; carpets; rugs; curtains; groundsheets; web equipment; kit bags; rope; rags; mattresses; palliasse and bolster cases; battle-dress; raincoats; greatcoats; shirts; shoes and ankle boots; chairs; tables; wardrobes; lockers; beds; desks; forms; dressing chests; bedside tables, etc.; and large quantities of miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to the dates of sales, price 1s. 0d. (postal order only).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at Ministry of Defence auction sales at BICESTER on November 5-6 and at BARLOW on November 26, 1968. They will be sold in sizes and most lots will not exceed 200 pairs. Catalogues, price 1s. 0d. (*postal order only*) available from the auctioneers:

BICESTER: Midland Marts Ltd, Market Square, Bicester, Oxon.
BARLOW: Bartle & Son, 52 Merrion Street, Leeds 2.

WRIST WATCHES

A large quantity of OMEGA WRIST WATCHES are to be sold at the Ministry of Defence auction sale to be held at CHATHAM on November 19, 1968. They will be sold in Lots of 1, 10 and 20. Catalogues, price 1s. 0d. (*postal order only*) obtainable from the auctioneers, Fuller, Horsey, Sons & Cassell, 10 Lloyds Avenue, London, E.C.3.

SALES BY TENDER

STEREOCOMPARATORS TYPE B30

Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iii (A)), First Avenue House, High Holborn, London, W.C.1.

MACHINE TOOLS

Single-spindle bar auto; plain, internal, universal and surface grinders; capstan, turret, centre and relieving lathes; horizontal, vertical, manufacturing, copying, spar and profile millers; presses; tapping, welding, woodworking machines, etc. Located at Aston Down, Stroud, Glos. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m., November 19, 1968.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
Nov. 5 .	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

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PORT OF BALTIMORE

Maryland Port Authority, Pier 2, Pratt Street, Baltimore, Maryland 21202
Charles I. Hughes, Director of Trade Development

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCK			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+354	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133 (1)	133	171	165	132	101	172	128	166	203	186	+104(1)	— 47	—30	+10
1967															
1st quarter	133	132	167	161	129	100	166	127	163	192	179	+ 39	— 8	— 7	+14
2nd quarter	133	133	169	162	129	100	175	133	174	200	185	+ 48	+ 12	—11	+14
3rd quarter	133	133	173	166	132	102	173	125	164	207	190	— 32	— 18	—16	—20
4th quarter	134 (1)	135	174	170	135	104	173	125	163	211	192	+ 49(1)	— 32	+ 5	+ 2
1968															
1st quarter	137 (1)	137	179	176	140	106	177	121	183	210	194	—106(1)	—116	+ 3	+46
2nd quarter	134	138	180	170	130	102	174	121	168	216	190	+ 66	+ 43	+12	Nil
1968															
March		138				107									
April		137				102									
May		138				100									
June		139				103									
July		139*				102									
August		141*				104									

	ORDERS		PRICES AND COSTS				LABOUR			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average			Quarter or quarterly average	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956					1958	1958	series shown in £ million
Value in base year, £m.	—	—	—		—	—	—	Series shown in thousands				3,834	3,250	
1962	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24,193		121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240		130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567		148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784		150	145	— 91
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821		158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411		168	155	—404
1967														
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392		164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419		167	160	—107
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472		162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359		178	138	—302
1968														
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225		203	181	—168
2nd quarter	138	125*	125·0	+4·5	122·8	141·3	185·7	550	180	..		201	180	—169
3rd quarter	..	..	125·7	+5·6	122·1*	141·5*	187·4	580	182	..		209	196	..
1968														
March	142	117	122·6	+3·4	126·8	140·6	185·3	509	184	..		206	181	..
April	142	120*	124·8	+4·4	123·5	141·1	185·5	535	180	..		203	180	..
May	140	123*	124·9	+4·6	122·0	141·3	185·8	545	181	..		207	178	..
June	138	125*	125·4	+4·6	122·9	141·5	186·0	569	178	..		193	182	..
July	139	123*	125·5	+5·3	121·9	141·6	186·8	580	180	..		210	188	..
August	137*	126*	125·7	+5·7	121·8*	141·5*	187·4	585	179	..		209	199	..
September	..	..	125·8	+5·9	122·5*	141·6*	187·9	575	186	..		208	201	..
October	..	..	..	..	..	..	..	551*	195*	..		..	..	..

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

Industrial countries' trade and production in the second quarter of 1968

THE VALUE of exports from industrial countries in the second quarter of 1968 rose by just under 1 per cent, after allowing for normal seasonal movements. This modest increase, which is based on figures distorted to some extent by the French strikes in May and June, followed rapid expansion in the first quarter.

The slowdown in the growth rate of industrial countries' exports in the second quarter occurred both in exports to industrial countries and in exports to primary producers. Exports to primary producers rose by only ¼ per cent compared with 11 per cent in the first quarter. There was no change in exports to industrial countries after an increase of more than 5 per cent between the fourth quarter of 1967 and the first quarter of this year. Of the industrial countries shown in Table 3, Japanese exports were still accelerating following a recovery in the first quarter. The United States maintained the improvement which commenced in the first quarter, but Canadian exports paused after a large increase in the previous six months. Exports from Germany were almost at the same level as in the first quarter and there was a decline in United Kingdom exports after the sharp rise in the first three months of the year.

The growth rate of exports of manufactures by the main manufacturing countries also slackened in the second quarter. The rise of 2 per cent in seasonally adjusted terms followed an increase of 7 per cent in the first quarter.

Industrial countries' imports, after rising strongly in the last quarter of 1967 and the first quarter of this year, increased more slowly in the second quarter. The second quarter increase was wholly due to a 4 per cent rise in imports from primary producers. Imports from industrial countries remained almost at the same level. Of the countries shown in Table 4, only United States rose rapidly, with a 6 per cent increase. There was a small rise in imports into Germany and Japan, but imports into Canada and the United Kingdom fell slightly from the first quarter level. Italian imports returned to the level of the fourth quarter of 1967, after a sharp first quarter fall.

Industrial production

The index of industrial production continued to rise in the second quarter. Output expanded in all the countries shown in Table 6, with the exception of the United Kingdom where it remained unchanged and in France where production was affected by the strikes. After a pause in the first quarter, industrial output in Germany rose 7 points and the rapid growth in Japanese production continued.

Definitions

In this article the *industrial countries* comprise all members of the OECD, including the United States, Canada and Japan. All other countries are described as *primary producers*. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba, and the People's Republic of China are excluded as reporting countries, but are included as markets for exports and as suppliers of imports.

Manufactures are the products defined by Section 5 to 8 inclusive of the SITC. The *main manufacturing countries* are the 12 countries shown in Table 5. In 1965 these countries exported 95 per cent of all exports of manufactures from the industrial countries.

Some of the export series in Tables 1 and 5 exclude United States 'special category' exports, for which no destination information was issued in past years by the United States authorities. Many classes of goods were removed from the special category at the beginning of 1965, introducing discontinuities into the series. United States exports in 1964 of manufactures which have since been removed from the special category are estimated to have totalled approximately $1,030 million.

Table 1. Industrial countries' trade

Quarters or quarterly averages, seasonally adjusted.

US $ thousand millions

	Exports (f.o.b.)				Imports (c.i.f.) (c)		
	To industrial countries (a)	To primary producers (a)	To world		From industrial countries	From primary producers	From world
			Total	Manufactures (a) (b)			
1962	14·64	6·96	22·20	14·67	15·35	7·61	22·98
1963	16·16	7·37	24·15	15·91	16·90	8·35	25·26
1964	18·46	8·42	27·47	18·26	19·21	9·22	28·45
1965	20·81	9·17	30·13	20·69	21·34	9·78	31·14
1966	23·19	9·94	33·34	23·15	23·99	10·62	34·63
1967	24·64	10·40	35·17	24·77	25·39	11·02	36·44
1963 1st quarter	14·85*	6·88*	22·37*	14·79*	15·56*	7·79	23·34*
2nd quarter	16·01	7·43	24·09	15·84	16·87	8·22	25·05
3rd quarter	16·59	7·43	24·62	16·32	17·27	8·71	26·01
4th quarter	17·04	7·73	25·34	16·71	17·76	8·69	26·50
1964 1st quarter	17·88	7·94	26·46	17·32	18·69	9·05	27·74
2nd quarter	18·06	8·18	26·83	18·07	19·03	9·22	28·16
3rd quarter	18·32	8·48	27·39	18·39	19·18	9·15	28·36
4th quarter	19·21	8·86	28·68	19·28	19·73	9·35	29·18
1965 1st quarter	19·48*	8·69*	28·31*	19·49*	19·89*	9·26	29·19*
2nd quarter	20·49	9·28	29·97	20·61	21·26	9·71	30·94
3rd quarter	21·10	9·35	30·63	21·03	21·60	9·86	31·49
4th quarter	22·00	9·32	31·47	21·61	22·52	10·32	32·94
1966 1st quarter	22·67	9·42	32·11	22·25	23·41	10·28	33·71
2nd quarter	22·96	9·66	32·96	22·59	23·61	10·57	34·15
3rd quarter	23·28	10·21	33·81	23·52	24·23	10·97	35·25
4th quarter	23·78	10·42	34·40	24·24	24·66	10·84	35·53
1967 1st quarter	24·46	10·72	35·18	24·79	25·08	10·88	35·98
2nd quarter	24·51	10·61	35·25	25·04	25·33	10·74	36·05
3rd quarter	24·37	10·44	35·13	24·63	25·17	11·02	36·26
4th quarter	25·40	9·89	35·52	24·83	26·17	11·57	37·77
1968 1st quarter	26·78	11·00	37·64	26·43	27·55	11·47	39·08
2nd quarter	26·77	11·08	37·87	27·13 p	27·60	11·94	39·58

(a) Excluding United States Special Category exports (see Definitions). (b) Exports of manufactures by the main manufacturing countries (see Definitions). (c) Imports into Canada and the United States are valued f.o.b.

p Provisional.

*Significantly affected by a dock strike in the United States.

Sources:

Column 4: Board of Trade.

Other columns: OECD.

Table 2. World trade

Quarters or quarterly averages seasonally adjusted.

US $ thousand million

	Exports (f.o.b.) from			Imports (c.i.f.) (a) into		
	Industrial countries	Primary producers	World	Industrial countries	Primary producers	World
1962	22·20	8·73	30·93	22·98	9·50	32·48
1963	24·15	9·56	33·71	25·26	9·94	35·20
1964	27·47	10·44	37·91	28·45	11·15	39·60
1965	30·13	10·98	41·11	31·14	11·93	43·07
1966	33·34	11·74	45·08	34·63	12·58	47·21
1967	35·17	12·17	47·34	36·44	13·21	49·64
1963 1st quarter	22·37*	9·12	31·49	23·34*	9·56	32·90
2nd quarter	24·09	9·35	33·44	25·05	9·92	34·97
3rd quarter	24·62	9·82	34·44	26·01	9·99	36·00
3rd quarter	25·34	9·94	35·28	26·50	10·27	36·77
1964 1st quarter	26·46	10·26	36·72	27·74	10·58	38·32
2nd quarter	26·83	10·40	37·23	28·16	11·05	39·21
3rd quarter	27·39	10·34	37·73	28·35	11·33	39·68
4th quarter	28·68	10·75	39·43	29·18	11·66	40·84
1965 1st quarter	28·31*	10·61	38·92*	29·19*	11·55	40·74*
2nd quarter	29·97	10·98	40·95	30·94	12·09	43·03
3rd quarter	30·63	10·97	41·60	31·49	12·08	43·57
4th quarter	31·47	11·31	42·78	32·94	12·01	44·95
1966 1st quarter	32·11	11·57	43·68	33·71	12·39	46·10
2nd quarter	32·96	11·74	44·70	34·15	12·16	46·31
3rd quarter	33·81	11·86	45·67	35·25	12·73	47·98
4th quarter	34·40	11·80	46·20	35·53	13·02	48·55
1967 1st quarter	35·18	12·07	47·25	35·98	13·44	49·42
2nd quarter	35·25	11·86	47·11	36·05	13·42	49·47
3rd quarter	35·13	12·28	47·41	36·26	12·88	49·14
4th quarter	35·52	12·47	47·99	37·77	13·09	50·86
1968 1st quarter	37·64	12·15 p	47·79 p	39·08	13·31 p	52·39 p
2nd quarter	37·87			39·58		

(a) Imports into Canada and the United States are valued f.o.b.
p Provisional.
*Significantly affected by a dock strike in the United States.
Sources:
Columns 1 and 4: OECD.
Columns 2 and 5: Data from 'International Financial Statistics' (published by International Monetary Fund), seasonally adjusted by the Board of Trade.
Columns 3 and 6: Obtained by addition.

Table 3. Exports from industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand million

	Exports (f.o.b.) from									European OECD Intra-trade
	United States (a)	Canada	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy	
1962	5·24	1·49	1·23	14·15	2·84	8·56	3·32	1·84	1·18	8·53
1963	5·61	1·62	1·36	15·44	3·06	9·40	3·65	2·02	1·27	9·59
1964	6·42	1·93	1·67	17·36	3·20	10·65	4·05	2·25	1·49	10·90
1965	6·68	2·03	2·11	19·24	3·43	11·98	4·47	2·51	1·80	12·05
1966	7·35	2·39	2·43	21·03	3·67	13·16	5·03	2·73	2·01	13·11
1967	7·74	2·64	2·61	22·13	3·59	14·04	5·43	2·85	2·18	13·71
1963 1st quarter	5·08*	1·55	1·27	14·33	2·94	8·61	3·27	1·87	1·22	8·77
2nd quarter	5·66	1·58	1·31	15·40	3·03	9·45	3·62	2·07	1·28	9·51
3rd quarter	5·72	1·59	1·39	15·81	3·12	9·64	3·75	2·06	1·29	9·86
4th quarter	5·95	1·76	1·46	16·03	3·12	9·77	3·83	2·08	1·31	10·09
1964 1st quarter	6·20	1·82	1·45	16·88	3·16	10·35	4·00	2·24	1·37	10·62
2nd quarter	6·24	1·95	1·60	17·03	3·21	10·41	3·99	2·21	1·45	10·78
3rd quarter	6·45	1·98	1·69	17·20	3·15	10·58	4·00	2·19	1·54	10·77
4th quarter	6·73	1·90	1·87	18·03	3·26	11·08	4·19	2·32	1·55	11·24
1965 1st quarter	5·59*	1·90	2·06	18·56	3·31	11·54	4·37	2·35	1·70	11·66
2nd quarter	6·94	1·97	2·14	18·78	3·35	11·71	4·38	2·48	1·78	11·73
3rd quarter	6·92	2·05	2·18	19·46	3·49	12·08	4·49	2·58	1·80	12·16
4th quarter	7·09	2·15	2·08	20·09	3·56	12·51	4·65	2·64	1·85	12·63
1966 1st quarter	7·19	2·32	2·37	20·20	3·60	12·51	4·76	2·64	1·91	12·84
2nd quarter	7·26	2·33	2·38	20·82	3·47†	13·16	4·95	2·77	2·03	13·08
3rd quarter	7·44	2·42	2·47	21·33	3·72	13·41	5·18	2·78	2·03	13·13
4th quarter	7·50	2·47	2·56	21·70	3·89	13·54	5·26	2·74	2·08	13·31
1967 1st quarter	7·77	2·67	2·57	22·12	3·92	13·82	5·31	2·78	2·18	13·66
2nd quarter	7·78	2·70	2·58	22·16	3·72	13·89	5·40	2·82	2·15	13·66
3rd quarter	7·77	2·48	2·71	22·67	3·66	13·87	5·41	2·84	2·12	13·54
4th quarter	7·69	2·72	2·63	22·35	3·07	14·66	5·64	2·97	2·27	14·07
1968 1st quarter	8·01	3·10	2·91	23·61	3·70	15·20	5·76	3·14	2·38	14·58
2nd quarter	8·37	3·13	3·22	23·19	3·64	14·83	5·75	2·62	2·50	14·33

(a) Excluding Department of Defence shipments.
*Significantly affected by a dock strike.
†Significantly affected by the seamen's strike.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

(*Continued on next page*)

INDUSTRIAL COUNTRIES' TRADE AND PRODUCTION, *continued*

Table 4. Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted. US $ thousand million

	Imports (c.i.f.) into								
	United States (a)	Canada (a)	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy
1962	4·06	1·46	1·41	16·02	3·24	8·93	3·07	1·88	1·52
1963	4·25	1·52	1·69	17·81	3·49	10·11	3·26	2·18	1·90
1964	4·65	1·74	1·98	20·08	3·99	11·23	3·65	2·52	1·81
1965	5·32	2·00	2·05	21·78	4·03	12·25	4·37	2·59	1·84
1966	6·34	2·33	2·38	23·58	4·17	13·42	4·51	2·97	2·14
1967	6·68	2·52	2·92	24·32	4·43	13·74	4·34	3·10	2·42
1963 1st quarter	4·04*	1·44	1·49	16·38	3·27	9·28	3·10	1·97	1·66
2nd quarter	4·21	1·48	1·61	17·74	3·42	10·04	3·27	2·17	1·90
3rd quarter	4·40	1·55	1·74	18·31	3·57	10·40	3·30	2·22	2·05
4th quarter	4·37	1·61	1·90	18·61	3·69	10·51	3·20	2·38	1·99
1964 1st quarter	4·41	1·67	1·98	19·68	3·95	11·07	3·38	2·49	2·03
2nd quarter	4·55	1·75	1·97	19·90	3·93	11·11	3·46	2·51	1·88
3rd quarter	4·72	1·74	1·92	19·96	3·95	11·07	3·74	2·51	1·61
4th quarter	4·86	1·76	2·07	20·49	4·08	11·46	3·97	2·52	1·68
1965 1st quarter	4·75*	1·85	1·98	20·61	3·84	11·51	4·12	2·45	1·72
2nd quarter	5·40	1·93	2·09	21·53	4·04	11·97	4·33	2·51	1·76
3rd quarter	5·21	2·02	2·06	22·21	4·11	12·48	4·50	2·63	1·90
4th quarter	5·90	2·17	2·07	22·81	4·12	13·02	4·54	2·76	1·93
1966 1st quarter	5·99	2·21	2·22	23·29	4·27	13·10	4·58	2·81	2·06
2nd quarter	6·24	2·30	2·30	23·31	4·13†	13·26	4·53	2·93	2·07
3rd quarter	6·61	2·33	2·43	23·88	4·31	13·57	4·47	3·06	2·19
4th quarter	6·64	2·48	2·59	23·82	3·95	13·63	4·46	3·11	2·26
1967 1st quarter	6·68	2·46	2·72	24·12	4·42	13·56	4·25	3·16	2·35
2nd quarter	6·55	2·58	2·85	24·08	4·46	13·42	4·22	2·97	2·36
3rd quarter	6·56	2·55	2·96	24·20	4·36	13·62	4·29	3·11	2·45
4th quarter	7·07	2·50	3·17	25·03	4·47	14·44	4·59	3·20	2·55
1968 1st quarter	7·78	2·81	3·09	25·40	4·66	14·51	4·75	3·26	2·24
2nd quarter	8·30	2·76	3·11	25·42	4·62	14·50	4·82	2·99	2·56

(a) Canadian and United States imports are valued f.o.b.
*Significantly affected by a dock strike.
†Significantly affected by the seamen's strike.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

Table 5. Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages. US $ thousand million. Percentage increase over a year earlier in brackets.

	United Kingdom (seasonally adjusted)	German Federal Republic	Belgium Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States (a)	Canada	Japan	Total (a) (seasonally adjusted)
1962	2·29 (2·2)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·67 (6·1)
1963	2·45 (7·0)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·91 (8·5)
1964	2·59 (5·6)	3·60 (11·5)	1·13 (18·4)	1·62 (10·8)	1·17 (20·2)	0·83 (22·9)	0·62 (13·8)	0·60 (9·7)	3·73 (18·7)	0·86 (21·3)	1·52 (23·4)	18·26 (14·8)
1965	2·80 (8·2)	3·98 (10·5)	1·30 (14·8)	1·83 (13·2)	1·40 (20·3)	0·91 (9·6)	0·69 (9·8)	0·67 (11·9)	4·21 (5·5)	0·95 (10·8)	1·94 (28·2)	20·69 (11·7)
1966	2·98 (6·9)	4·50 (13·2)	1·40 (7·7)	1·99 (8·7)	1·60 (14·3)	1·00 (9·5)	0·76 (11·4)	0·75 (10·6)	4·69 (11·3)	1·20 (26·5)	2·26 (16·3)	23·15 (11·9)
1967	2·95 (–1·0)	4·87 (8·2)	1·44 (2·5)	2·11 (6·0)	1·75 (8·9)	1·06 (4·4)	0·83 (9·2)	0·80 (6·7)	5·07 (8·3)	1·47 (22·4)	2·45 (8·4)	24·79 (7·1)
1963 1st quarter	2·37	2·86	0·86	1·38	0·91	0·61	0·49	0·50	2·87*	0·63	1·01	14·79*
2nd quarter	2·40	3·20	0·99	1·55	0·95	0·69	0·52	0·54	3·30	0·73	1·17	15·84
3rd quarter	2·49	3·25	0·94	1·35	0·98	0·69	0·54	0·52	2·99	0·70	1·29	16·32
4th quarter	2·53	3·60	1·04	1·55	1·05	0·73	0·65	0·63	3·40	0·77	1·44	16·71
1964 1st quarter	2·56	3·43	1·11	1·62	1·03	0·78	0·55	0·55	3·57	0·76	1·17	17·32
2nd quarter	2·56	3·60	1·13	1·65	1·16	0·82	0·65	0·60	3·78	0·87	1·43	18·07
3rd quarter	2·57	3·43	1·07	1·45	1·20	0·82	0·55	0·58	3·53	0·89	1·58	18·39
4th quarter	2·65	3·93	1·22	1·76	1·27	0·91	0·74	0·68	4·03	0·91	1·89	19·28
1965 1st quarter	2·70	3·86	1·28	1·73	1·32	0·87	0·66	0·61	3·66*	0·84	1·67	19·49*
2nd quarter	2·70	3·87	1·26	1·87	1·41	0·90	0·67	0·66	4·58	1·00	1·96	20·61
3rd quarter	2·85	3·84	1·25	1·70	1·37	0·89	0·62	0·66	4·03	0·92	2·05	21·03
4th quarter	2·95	4·34	1·41	2·02	1·50	0·99	0·79	0·78	4·57	1·04	2·11	21·61
1966 1st quarter	2·92	4·22	1·36	1·93	1·50	0·94	0·73	0·69	4·55	1·08	1·93	22·25
2nd quarter	2·78*	4·38	1·40	2·10	1·65	1·03	0·78	0·74	4·79	1·18	2·17	22·59
3rd quarter	3·10	4·45	1·28	1·82	1·57	0·98	0·66	0·72	4·45	1·15	2·35	23·52
4th quarter	3·18	4·96	1·57	2·11	1·69	1·05	0·88	0·83	4·95	1·40	2·60	24·24
1967 1st quarter	3·21	4·66	1·47	2·08	1·73	1·05	0·78	0·74	5·10	1·38	2·13	24·64
2nd quarter	3·06	4·91	1·46	2·18	1·77	1·08	0·92	0·79	5·34	1·53	2·39	25·04
3rd quarter	3·02	4·62	1·22	1·90	1·66	1·03	0·70	0·74	4·73	1·34	2·58	24·63
4th quarter	2·50	5·29	1·59	2·28	1·82	1·09	0·93	0·90	5·14	1·64	2·70	24·83
1968 1st quarter	3·08	5·21	1·65	2·42	1·97	1·17	0·86	0·82	5·32	1·70p	2·43	26·63
2nd quarter	3·01	5·09	1·64p	1·95	2·05	1·16	0·90	0·87p	5·99	1·98p	2·99	27·13p

(a) Excluding United States Special Category exports (see Definitions). The discontinuity between 1964 and 1965 has been allowed for in calculating the percentage increases.
*Significantly affected by a dock strike in the United States.
†Significantly affected by the seamen's strike.
p Provisional.
Sources: United Kingdom and Total: Board of Trade.
United States: Publication of the US Department of Commerce.
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(*Continued on page* 1189)

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Chemicals and allied industries, including plastics
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Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Fancy goods, jewellery and giftware
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Handicrafts
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment, including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Other specialized fairs

Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations or other non-profit-making bodies and any general inquiries in connection with this Section not related to a specific event should be made to the Board of Trade (Tel. 01-222 7877, Ext. 3069).

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(a) General Fairs–Page i
(b) Specialized Fairs–Page ii
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(a) General Fairs

1968

San Salvador: INTERNATIONAL FAIR – November 9-30, 1968
A British Pavilion.
(Mrs. I. M. Janzen, Ext. 2489)

1969

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(1) Pianoforte Manufacturers' Association.
(2) Association of Musical Instrument Industries.
(3) British Stationery and Office Equipment Association.
(4) Federation of British Carpet Manufacturers.
(5) British Jewellers' Association.
(Mrs. K. J. C. Edgington, Ext. 2436)

Tripoli: INTERNATIONAL TRADE FAIR – February 28-March 20, 1969
The Board of Trade is proposing to organize a British Pavilion at this event.
(Miss G. Adams, Ext. 2788)

Utrecht: INTERNATIONAL SPRING FAIR – March 2-7, 1969
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(Mr. T. E. Kerfoot, Ext. 3071)

Sao Paulo: BRITISH INDUSTRIAL EXHIBITION – March 5-16, 1969
Inquiries about participation in this event should be addressed to Industrial & Trade Fairs International Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (01-606 6699). *The department has 19 local offices in various parts of the United Kingdom. A list is given in the August 2 issue of the* Board of Trade Journal.

INDUSTRIAL COUNTRIES' TRADE AND PRODUCTION, *continued*

Table 4. Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand million

	Imports (c.i.f.) into								
	United States (a)	Canada (a)	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy
1962	4·06	1·46	1·41	16·02	3·24	8·93	3·07	1·88	1·52
1963	4·25	1·52	1·69	17·81	3·49	10·11	3·26	2·18	1·90
1964	4·65	1·74	1·98	20·08	3·99	11·23	3·65	2·52	1·81
1965	5·32	2·00	2·05	21·78	4·03	12·25	4·37	2·59	1·84
1966	6·34	2·33	2·38	23·58	4·17	13·42	4·51	2·97	2·14
1967	6·68	2·52	2·92	24·32	4·43	13·74	4·34	3·10	2·42
1963 1st quarter	4·04*	1·44	1·49	16·38	3·27	9·28	3·10	1·97	1·66
2nd quarter	4·21	1·48	1·61	17·74	3·42	10·04	3·27	2·17	1·90
3rd quarter	4·40	1·55	1·74	18·31	3·57	10·40	3·30	2·22	2·05
4th quarter	4·37	1·61	1·90	18·61	3·69	10·51	3·20	2·38	1·99
1964 1st quarter	4·41	1·67	1·98	19·68	3·95	11·07	3·38	2·49	2·03
2nd quarter	4·55	1·75	1·97	19·90	3·93	11·11	3·46	2·51	1·88
3rd quarter	4·72	1·74	1·92	19·96	3·95	11·07	3·74	2·51	1·61
4th quarter	4·86	1·76	2·07	20·49	4·08	11·46	3·97	2·52	1·68
1965 1st quarter	4·75*	1·85	1·98	20·61	3·84	11·51	4·12	2·45	1·72
2nd quarter	5·40	1·93	2·09	21·53	4·04	11·97	4·33	2·51	1·76
3rd quarter	5·21	2·02	2·06	22·21	4·11	12·48	4·50	2·63	1·90
4th quarter	5·90	2·17	2·07	22·81	4·12	13·02	4·54	2·76	1·93
1966 1st quarter	5·99	2·21	2·22	23·29	4·27	13·10	4·58	2·81	2·06
2nd quarter	6·24	2·30	2·30	23·31	4·13†	13·26	4·53	2·93	2·07
3rd quarter	6·61	2·33	2·43	23·88	4·31	13·57	4·47	3·06	2·19
4th quarter	6·64	2·48	2·59	23·82	3·95	13·63	4·46	3·11	2·26
1967 1st quarter	6·68	2·46	2·72	24·12	4·42	13·56	4·25	3·16	2·35
2nd quarter	6·55	2·58	2·85	24·08	4·46	13·42	4·22	2·97	2·36
3rd quarter	6·56	2·55	2·96	24·20	4·36	13·62	4·29	3·11	2·45
4th quarter	7·07	2·50	3·17	25·03	4·47	14·44	4·59	3·20	2·55
1968 1st quarter	7·78	2·81	3·09	25·40	4·66	14·51	4·75	3·26	2·24
2nd quarter	8·30	2·76	3·11	25·42	4·62	14·50	4·82	2·99	2·56

(a) Canadian and United States imports are valued f.o.b.
*Significantly affected by a dock strike.
†Significantly affected by the seamen's strike.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

Table 5. Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages.

US $ thousand million. Percentage increase over a year earlier in brackets.

	United Kingdom (seasonally adjusted)	German Federal Republic	Belgium Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States (a)	Canada	Japan	Total (a) (seasonally adjusted)
1962	2·29 (2·2)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·67 (6·1)
1963	2·45 (7·0)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·91 (8·5)
1964	2·59 (5·6)	3·60 (11·5)	1·13 (18·4)	1·62 (10·8)	1·17 (20·2)	0·83 (22·9)	0·62 (13·8)	0·60 (9·7)	3·73 (18·7)	0·86 (21·3)	1·52 (23·4)	18·26 (14·8)
1965	2·80 (8·2)	3·98 (10·5)	1·30 (14·8)	1·83 (13·2)	1·40 (20·3)	0·91 (9·6)	0·69 (9·8)	0·67 (11·9)	4·21 (5·5)	0·95 (10·8)	1·94 (28·2)	20·69 (11·7)
1966	2·98 (6·9)	4·50 (13·2)	1·40 (7·7)	1·99 (8·7)	1·60 (14·3)	1·00 (9·5)	0·76 (11·4)	0·75 (10·6)	4·69 (11·3)	1·20 (26·5)	2·26 (16·3)	23·15 (11·9)
1967	2·95 (–1·0)	4·87 (8·2)	1·44 (2·5)	2·11 (6·0)	1·75 (8·9)	1·06 (4·4)	0·83 (9·2)	0·80 (6·7)	5·07 (8·3)	1·47 (22·4)	2·45 (8·4)	24·79 (7·1)
1963 1st quarter	2·37	2·86	0·86	1·38	0·91	0·61	0·49	0·50	2·87*	0·63	1·01	14·79*
2nd quarter	2·40	3·20	0·99	1·55	0·95	0·69	0·52	0·54	3·30	0·73	1·17	15·84
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3rd quarter	2·57	3·43	1·07	1·45	1·20	0·82	0·55	0·58	3·53	0·89	1·58	18·39
4th quarter	2·65	3·93	1·22	1·76	1·27	0·91	0·74	0·68	4·03	0·91	1·89	19·28
1965 1st quarter	2·70	3·86	1·28	1·73	1·32	0·87	0·66	0·61	3·66*	0·84	1·67	19·49*
2nd quarter	2·70	3·87	1·26	1·87	1·41	0·90	0·67	0·66	4·58	1·00	1·96	20·61
3rd quarter	2·85	3·84	1·25	1·70	1·37	0·89	0·62	0·66	4·03	0·92	2·05	21·03
4th quarter	2·95	4·34	1·41	2·02	1·50	0·99	0·79	0·78	4·57	1·04	2·11	21·61
1966 1st quarter	2·92	4·22	1·36	1·93	1·50	0·94	0·73	0·69	4·55	1·08	1·93	22·25
2nd quarter	2·78*	4·38	1·40	2·10	1·65	1·03	0·78	0·74	4·79	1·18	2·17	22·59
3rd quarter	3·10	4·45	1·28	1·82	1·57	0·98	0·66	0·72	4·45	1·15	2·35	23·52
4th quarter	3·18	4·96	1·57	2·11	1·69	1·05	0·88	0·83	4·95	1·40	2·60	24·24
1967 1st quarter	3·21	4·66	1·47	2·08	1·73	1·05	0·78	0·74	5·10	1·38	2·13	24·64
2nd quarter	3·06	4·91	1·46	2·18	1·77	1·08	0·92	0·79	5·34	1·53	2·39	25·04
3rd quarter	3·02	4·62	1·22	1·90	1·66	1·03	0·70	0·74	4·73	1·34	2·58	24·63
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Hospital, medical, surgical and dental equipment
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(b) Specialized Fairs–Page ii
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(a) General Fairs

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A British Pavilion.
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(5) British Jewellers' Association.
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Lyons: INTERNATIONAL TRADE FAIR – March 22-31, 1969
An official information stand and joint venture stand with:
(1) The London Chamber of Commerce
(a) consumer and consumer durable goods
(b) mechanical handling
(c) woodworking machinery
(2) The Business Equipment Trade Association.
(3) The British Electrical and Allied Manufacturers' Association.
(4) The Gifts and Fancy Goods Association.
(5) The Federation of Sussex Industries.
(Mr. A. G. Pearson, Ext. 2398)

Vienna: INTERNATIONAL SPRING TRADE FAIR – March 9-16, 1969
Probable joint venture with the British Artmetal Manufacturing Export Group.
Firms interested in participating should contact the Export Group.
(Miss F. King, Ext. 2782)

Johannesburg: RAND EASTER SHOW – March 25-April 7, 1969
Joint venture with the Scottish Council on the theme of 'Scotland and Scottish Industry'.
(Miss G. Adams, Ext. 2788)

Milan: INTERNATIONAL SAMPLES FAIR – April 14-25, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Tokyo: EIGHTH INTERNATIONAL TRADE FAIR – April 17-May 6, 1969
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489

Hanover: HANOVER FAIR – April 26-May 4, 1969
Official information office and joint ventures with:
(i) British Electrical and Allied Manufacturers' Association.
(ii) Electric Light Fittings Association.
(iii) British Pottery Manufacturers Federation.
(iv) Business Equipment Trade Association.
(v) British Compressed Air Society.
Possible joint ventures with:
(vi) British Valve Manufacturers Association.
(vii) Association of Hydraulic Equipment Manufacturers.
(viii) Machine Tool Trades Association.
(ix) British Stationery and Office Equipment Association.
(x) British Jewellers Association.
(xi) Engineering and Building Centre, Birmingham.

Lille: INTERNATIONAL TRADE FAIR – May 8-19, 1969
An official information stand manned by staff of the British Consulate-General, Lille.
(Mr. A. G. Pearson, Ext. 2398)

Gothenburg: INTERNATIONAL SWEDISH TRADE FAIR – May 9-18, 1969
A joint venture with the Federation of Sussex Industries.
(Mr. R. J. Ager, Ext. 2783)

Budapest: INTERNATIONAL TRADE FAIR – May 16-26, 1969
British Pavilion organized by the Board of Trade.
(Mr. P. J. Evans, Ext. 2785)

Poznan: INTERNATIONAL TRADE FAIR – June 8-17, 1969
British Pavilion organized by the Board of Trade.
(Mr. B. L. Banks, Ext. 3558)

Kinshasa (Congo): INTERNATIONAL FAIR – June 30-July 21, 1969
An official information stand.
(Miss G. Adams, Ext. 2788).

Auckland: INTERNATIONAL TRADE FAIR – August 20-September 6, 1969
A possible British Pavilion.
(Mrs. I. M. Janzen, Ext. 2489)

Plovdiv: INTERNATIONAL FAIR – September 21-30, 1969
The Board of Trade may organize a British Pavilion at this event.
(Mr. P. J. Evans, Ext. 2785)

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Tehran: SECOND ASIAN INTERNATIONAL TRADE FAIR – October 5-24, 1969
A British Pavilion organized by the Board of Trade. (Closing date for applications October 31, 1968.)
(Mr. R. Clark, Ext. 2262)

Sydney: INTERNATIONAL TRADE FAIR – October 16-25, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

1970

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – February 22-26, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Lyons: INTERNATIONAL TRADE FAIR – March 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Hanover: HANOVER FAIR – April 25-May 3, 1970
Official information office and probable joint ventures with the British Pottery Manufacturers' Federation and British Electrical and Allied Manufacturers' Association; the Board of Trade will also be considering joint ventures with other appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Plovdiv: INTERNATIONAL FAIR – September 20-29, 1970
The Board of Trade may organize a British Pavilion at this event.
(Mr. P. J. Evans, Ext. 2785)

Helsinki: INTERNATIONAL TRADE FAIR – September 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

1971

Wellington: INTERNATIONAL TRADE FAIR – August 18-September 4, 1971
A possible British Pavilion.
(Mrs. I. M. Janzen, Ext. 2489)

(b) Specialized Fairs

Agriculture, Forestry, Fishing, and Agricultural Machinery

1969

Paris: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 4-9, 1969
A joint venture with the Agricultural Engineers Association.
(Mr. R. J. Ager, Ext. 2783)

Left: Discussing British participation in the Canadian Shoe and Leather Fair, Montreal, are: left to right, Mr. I. J. Benson, Trade Commissioner; Mrs. P. Pantel, representing A. & F. Shoes; Mr. C. Hooper, representing Lotus Export Sales Ltd.; Mr. J. L. Hanley, representing Start-Rite Shoes Ltd.; Miss Helen Watts, representing BFMF; Miss D. McIlwraith, representing Gidley Wright Ltd.; and Mr. J. R. Cross, Senior British Trade Commissioner, Quebec. Right: HE Sir Roger Jackling, British Ambassador in Bonn (right), talks to Mr. Little of Ademco Ltd. on his stand at 'Photokina', Cologne.

Verona: INTERNATIONAL AGRICULTURAL FAIR – March 9-17, 1969
Joint venture with the British Agricultural Export Council. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Helsinki: INTERNATIONAL AGRICULTURE, FORESTRY AND HOUSEHOLD EXHIBITION (TEHO) – April 18-27, 1969
A joint venture with the Agricultural Engineers Association.
(Mr. A. G. Pearson, Ext. 2398)

Foggia: INTERNATIONAL AGRICULTURAL FAIR – April/May 1969
A possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Novi Sad: INTERNATIONAL AGRICULTURAL FAIR – May 9-19, 1969
A joint venture with the Agricultural Engineers Association. Firms interested in participation should contact the Association.
(Mr. B. L. Banks, Ext. 3558)

Santarem: INTERNATIONAL RIBATEJO AGRICULTURAL FAIR – May/June 1969
Possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Jonkoping: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 6-15, 1969
A probable joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Mr. R. J. Ager, Ext. 2783)

Frankfurt: INTERNATIONAL DAIRY ENGINEERING EXHIBITION – June 23-27, 1969
A joint venture with the Dairy Engineers Association. Firms interested in participation should contact the Association.
(Mr. K. J. C. Edgington, Ext. 2436)

Copenhagen: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION (AGRIMA) – December 1-5, 1969
A possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Mr. A. G. Pearson, Ext. 2398)

Aircraft and Aeronautical Equipment

1969

Paris: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – May 29-June 3, 1969
Joint ventures with:
(1) Society of British Aerospace Companies.
(2) Society of Environmental Engineers.
(3) Kingston and Thameside Export Club.
(Mr. R. J. Ager, Ext. 2783)

Tokyo: SCIENCE MUSEUM SHOWS AT THE TIME OF THE TOKYO BRITISH WEEK – September 26-October 5, 1969
(a) Joint venture with the Society of British Aerospace Companies.
(b) Joint venture with Electronic Engineering Association.
(c) Joint venture with Scientific Instrument Manufacturers Association.
(Mrs. I. M. Janzen, Ext. 2489)

1970

Hanover: INTERNATIONAL AIR SHOW – April 24-May 3, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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Books and Periodicals

1969

Brussels: INTERNATIONAL BOOK FAIR – March 21-30, 1969
A joint venture with the Publishers Association. Firms interested in participation should contact the Association.
(Mr. A. G. Pearson, Ext. 2398)

Bologna: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April 10-23, 1969
A trade information stand manned by the Book Development Council.
(Miss F. King, Ext. 2782)

Frankfurt: INTERNATIONAL BOOK FAIR – October 8-13, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

1970

Paris: INTERNATIONAL EXHIBITION FOR SCIENTIFIC AND TECHNICAL BOOKS – April 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Frankfurt: INTERNATIONAL BOOK FAIR – September/October 1970
Probable joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Building, Public Works and Construction Equipment

1968

Toronto: CONSTRUCTION AND PUBLIC WORKS (MUNICIPAL EQUIPMENT) SHOW – December 9-12, 1968
Joint venture with the Building Materials Export Group.
(Miss G. Adams, Ext. 2788)

1969

Cleveland: 19TH CONCRETE INDUSTRIES EXPOSITION – February 3-6, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations.
(Mr. A. F. Fenton, Ext. 2786)

Brussels: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March 1-9, 1969
A joint venture with the Building Materials Export Group (12 firms).
(Mr. A. G. Pearson, Ext. 2398)

Utrecht: INTERNATIONAL BUILDING AND HEATING EXHIBITION – April 10-19, 1969
Joint venture with the Building Materials Export Group. Firms interested in participation should contact the Export Group.
(Mr. T. E. Kerfoot, Ext. 3071)

Halsingborg: PUBLIC WORKS, BUILDING AND TRANSPORT FAIR – May 10-18, 1969
Possible joint ventures with appropriate trade associations.
(Mr. R. J. Ager, Ext. 2783)

Amsterdam: INTERNATIONAL CONGRESS AND EXHIBITION OF THE PRECAST CONCRETE INDUSTRY – May 17-23, 1969
A joint venture with the British Precast Concrete Federation. Firms interested in participation should contact the Federation.
(Mr. T. E. Kerfoot, Ext. 3071)

Vienna: INTERNATIONAL WATER SUPPLY CONGRESS AND EXHIBITION – September 1-5, 1969
A possible joint venture with the Water Purification Plant Association. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 2782)

Madrid: INTERNATIONAL CONSTRUCTION AND PUBLIC WORKS FAIR – October 16-31, 1969
A possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Export Group.
(Mr. T. E. Kerfoot, Ext. 3071)

Paris: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 20-30, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. R. J. Ager, Ext. 2783)

1970

Hanover: INTERNATIONAL BUILDERS' SUPPLIES EXHIBITION (CONSTRUCTA) – January 24-February 1, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Brussels: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Chemicals and Allied Industries including Plastics

1969

Oyonnax: INTERNATIONAL EXHIBITION OF PLASTICS AND OPTICAL MATERIALS – May 7-13, 1969
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Mr. A. G. Pearson, Ext. 2398)

Nice: INTERNATIONAL AEROSOL EXHIBITION (FEA) – June 24-28, 1969
A joint venture with the British Aerosol Manufacturers Association (14 firms).
(Mr. A. G. Pearson, Ext. 2398)

1970

Frankfurt: 16TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 17-24, 1970
Probable joint ventures with the British Chemical Plant Manufacturers Association, the Scientific Instrument Manufacturers Association and the British Laboratory Ware Association and a probable trade information stand manned by the Book Development Council. Firms interested in participation should contact the appropriate association.
(Mr. K. J. C. Edgington, Ext. 2436)

Clothing

1968

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 9-14, 1968.
A joint venture with the Clothing Export Council.
(Mr. R. J. Ager, Ext. 2783)

Wiesbaden: INTERNATIONAL MILLINERY FAIR (INTERHUT) – December 1-3, 1968
A trade information stand occupied by the London Wholesale Millinery Manufacturers Association.
(Miss H. McKinlay, Ext. 2777)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2653/6) and not to HMSO.*

1969

New York: DISPLAY OF BRITISH CHILDREN'S WEAR – January 5-14, 1969
A joint venture with the National Children's Wear Association.
(Miss J. M. Coker, Ext. 2624)

Montreal: INTERNATIONAL MENSWEAR EXHIBITION – January 27-30, 1969
Probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788)

Copenhagen: INTERNATIONAL FAIR FOR KNITWEAR AND UNDERWEAR – February 2-5, 1969
A joint venture with the Clothing Export Council in conjunction with the British Hosiery and Knitwear Export Group. Firms interested in participation should contact the Council.
(Mr. A. G. Pearson, Ext. 2398)

Chicago: MENSWEAR RETAILERS OF AMERICA – February 2-5, 1969
Joint ventures with the Clothing Export Council and the British Menswear Guild.
(Mr. A. F. Fenton, Ext. 2786)

Paris: KNITTING INDUSTRIES EXHIBITION – February 7-10, 1969
Possible joint ventures with the appropriate trade associations.
(Mr. R. J. Ager, Ext. 2783)

New York: DISPLAY OF MENSWEAR – February 7-14, 1969
A joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 2624)

Paris: EUROPEAN MENSWEAR EXHIBITION (SEHM) – February 8-11, 1969
A joint venture with the British Menswear Guild.
(Mr. R. J. Ager, Ext. 2783)

Montreal: INTERNATIONAL KNITWEAR EXHIBITION – March 2-6, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Montreal: INTERNATIONAL LACE AND EMBROIDERY EXHIBITION – March 10-14, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 16-19, 1969
Probable joint venture with the British Hosiery and Knitwear Export Group. Firms interested should contact the Group.
(Miss H. McKinlay, Ext. 2777)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 23-26, 1969
A joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 2624)

Copenhagen: FASHION FAIR – March 23-26, 1969
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Mr. A. G. Pearson, Ext. 2398)

Munich: FASHION WEEK – March 23-27, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

New York: DISPLAY OF BRITISH WOMENSWEAR – March/April 1969
A possible joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 2624)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 11-13, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April 12-17, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Vienna: LADIES' FASHION SHOW – April 13-16, 1969
Possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 20-24, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

Montreal: INTERNATIONAL FASHION MARKET – April 28-May 1, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 22-24, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 14-17, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

Munich: FASHION WEEK – October 5-9, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 26-30, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

New York: DISPLAY OF BRITISH WOMENSWEAR – October 1969
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 2624)

New York: NATIONAL OUTERWEAR AND SPORTSWEAR ASSOCIATION CONVENTION AND SUPPLIERS' EXHIBITION – October 1969
A possible joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(Miss J. M. Coker, Ext. 2624)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 1969
A probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 2624)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 24-26, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

Vienna: LADIES' FASHION SHOW – October/November 1969
Possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 8-13, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mr. R. J. Ager, Ext. 2783)

Advertisement inquiries for the Journal

Inquiries concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

1970

New York: DISPLAY OF BRITISH CHILDRENSWEAR – January 1970
A possible joint venture with the National Children's Wear Association. Firms interested in participation should contact the association.
(Miss J. M. Coker, Ext. 2624)

New York: DISPLAY OF BRITISH MENSWEAR – February 1970
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 2624)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 1970
A probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 2624)

Munich: FASHION WEEK – April 5-9, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Munich: FASHION WEEK – October 4-8, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Engineering, Electrical and Electronic, including Radio and Television

1968

Munich: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – November 7-13, 1968
A joint venture with the Radio and Electronic Components Manufacturers Federation.
(Mr. K. J. C. Edgington, Ext. 2436)

1969

Gothenburg: SCANDINAVIAN LIGHTING FAIR – January 22-26, 1969
A joint venture with the Electric Light Fittings Association.
(Mr. R. J. Ager, Ext. 2783)

Basle: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL '69) – March 4-8, 1969
A possible joint venture with the Association of Public Address Engineers. Firms interested in participation should contact the association.
(Mr. T. E. Kerfoot, Ext. 3071)

New York: INSTITUTE OF ELECTRICAL AND ELECTRONICS ENGINEERING EXHIBITION – March 24-27, 1969
A joint venture with the Electronic Engineering Association.
(Miss J. M. Coker, Ext. 2624)

Paris: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION – March 27-April 3, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Amsterdam: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September 19-28, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

Tokyo: SCIENCE MUSEUM SHOWS AT THE TIME OF THE TOKYO BRITISH WEEK – September 26-October 5, 1969
(a) Joint venture with Electronic Engineering Association.
(b) Joint venture with Scientific Instrument Manufacturers Association.
(c) Joint venture with the Society of British Aerospace Companies.
(Mrs. I. M. Janzen, Ext. 2489)

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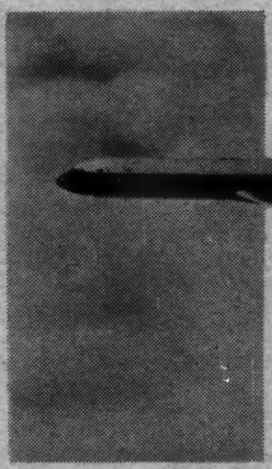

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Gothenburg: ELECTROTECHNICAL EXHIBITION (ELFACK) – October 31-November 9, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mr. R. J. Ager, Ext. 2783)

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 7-10, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations.
(Mr. A. F. Fenton, Ext. 2786)

1970

Melbourne: INTERNATIONAL CONTROL ELECTRONICS, TELECOMMUNICATIONS, INSTRUMENTS AND AUTOMATION EXHIBITION – 'CETIA' – February 23-27, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

New York: INSTITUTE OF ELECTRICAL AND ELECTRONICS ENGINEERING EXHIBITION – March 1970
A probable joint venture with the Electronic Engineering Association. Firms interested in participation should contact the association.
(Miss J. M. Coker, Ext. 2624)

Munich: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – October 22-28, 1970.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Engineering, Other

1968

Zurich: INTERNATIONAL EXHIBITION FOR OIL HYDRAULICS AND PNEUMATICS – October 31-November 5, 1968
Joint ventures with the British Compressed Air Society and Association of Hydraulic Equipment Manufacturers Ltd.
(Mr. T. E. Kerfoot, Ext. 3071)

1969

Zurich: INTERNATIONAL TRADE FAIR FOR HIGH PRECISION TECHNIQUES, DIMENSIONAL MEASUREMENT AND CONTROL (MICROTECNIC '69) – January 30-February 4, 1969
A joint venture with the Gauge and Tool Makers' Association. Firms interested in participation should contact the association.
(Mr. T. E. Kerfoot, Ext. 3071)

Cleveland: ASME GAS TURBINE CONFERENCE AND PRODUCTS SHOW – March 9-13, 1969
A joint venture with the British Electrical and Allied Manufacturers' Association.
(Mr. A. F. Fenton, Ext. 2786)

Cleveland: PLANT ENGINEERING AND MAINTENANCE SHOW – March 24-27, 1969
A joint venture with the London Chamber of Commerce.
(Mr. A. F. Fenton, Ext. 2786)

Chicago: TOOL EXPOSITION (ASTME) – May 5-9, 1969
A joint venture with the Machine Tool Trades' Association.
(Mr. A. F. Fenton, Ext. 2786)

Paris: INTERNATIONAL MECHANICAL HANDLING EXHIBITION – May 6-14, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Moscow: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 14-28, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. J. Evans, Ext. 2785)

Toronto: NATIONAL INDUSTRIAL PRODUCTION SHOW – June 2-6, 1969
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Paris: EUROPEAN MACHINE TOOL EXHIBITION – June 23-July 2, 1969
A joint venture with the Machine Tool Trades Association.
(Mr. R. J. Ager, Ext. 2783)

Essen: WELDING AND CUTTING FAIR – Septemer 20-28, 1969
A joint venture with the British Electrical and Allied Manufacturers' Association (Welding Section). Firms interested in participation should contact the association.
(Mr. K. J. C. Edgington, Ext. 2436)

Tokyo: '69 FLUID POWER INTERNATIONAL EXHIBITION – September 26-October 2, 1969
A possible joint venture with the British Compressed Air Society. Firms interested in participation should contact the Society.
(Mrs. I. M. Janzen, Ext. 2489)

Stockholm: TECHNICAL FAIR – October 1-7, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Gothenburg: INTERNATIONAL ANTI-CORROSION AND PROTECTIVE COATING EXHIBITION (SCANCORR) – October 9-15, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Milan: ITALIAN SALON FOR HYDRAULIC, PNEUMATIC AND LUBRICATING APPARATUS (FLUID '69) – October 21-26, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Miss F. King, Ext. 2782)

Rotterdam: OFFSHORE DRILLING AND PRODUCTION EXHIBITION (ODPEX) – November 24-28, 1969
A probable joint venture with the Council of British Manufacturers of Petroleum Equipment. Firms interested in participation should contact the Council.
(Mr. T. E. Kerfoot, Ext. 3071)

1970

Chicago: NATIONAL EXPOSITION (ASTME) – May 1970
A probable joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Association.
(Mr. A. F. Fenton, Ext. 2786)

Fancy Goods, Jewellery and Giftware

1969

Milan: INTERNATIONAL FANCY GOODS, STATIONERY AND GIFTWEAR EXHIBITION – CHI-BI-CAR – February 2-9, 1969
A joint venture with the British Artmetal Manufacturers Export Group. Firms interested in participation should contact the Export Group.
(Miss F. King, Ext. 2782)

New York: NATIONAL JEWELLERY TRADE SHOW – August 3-6, 1969
A probable joint venture with the British Jewellers Association. Firms interested in participation should contact the Association.
(Miss J. M. Coker, Ext. 2624)

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1968

Paris: INTERNATIONAL FOOD EXHIBITION (SIAL) – October 27-November 4, 1968
A joint venture with the British Food Export Council, and an information stand with the Scotch Whisky Association.
(Mr. R. J. Ager, Ext. 2783)

Paris: INTERNATIONAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November 2-10, 1968
Joint venture with the London Chamber of Commerce.
(Mr. R. J. Ager, Ext. 2783)

1969

Chicago: INSTITUTE OF FOOD TECHNOLOGISTS INDUSTRIAL EXPOSITION – May 11-14, 1969
A possible joint venture with the British Food Export Council.
(Mr. A. F. Fenton, Ext. 2786)

Chicago: NATIONAL RESTAURANT CONVENTION AND EXHIBITION – May 24-28, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations.
(Mr. A. F. Fenton, Ext. 2786)

New York: FANCY FOOD AND CONFECTION SHOW – August 1969
A probable joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 2624)

Dublin: IRISH INTERNATIONAL FOOD AND DRINK FAIR – August 30-September 7, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber of Commerce.
(Mr. T. E. Kerfoot, Ext. 3071)

Cologne: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – October 4-10, 1969
Possible joint ventures with the British Food Export Council and the Food Machinery Association. Firms interested in participation should contact the Council or the Association.
(Mr. S. Bickel, Ext. 2011)

Mexico City: PROPOSED BRITISH EXHIBITION OF FOOD PROCESSING MACHINERY – October 22-26, 1969
This Exhibition is being organized jointly by the Food Machinery Association and the London Chamber of Commerce in conjunction with the Board of Trade as a joint venture. Firms interested in participation should contact one of the organizations.
(Mrs. I. M. Janzen, Ext. 2489)

Malmo: 4TH INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA IV) October 1969
A probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mr. R. J. Ager, Ext. 2783)

1971

Munich: INTERNATIONAL BREWERY AND BEVERAGE MACHINERY EXHIBITION (INTERBRAU) – September 13-18, 1971
A probable joint venture with the Brewery and Bottling Engineers Association. Firms interested in participation should contact the Association.
(Mr. K. J. C. Edgington, Ext. 2436)

Footwear

1969

Bologna: INTERNATIONAL SHOE AND LEATHER FAIR – March 1-5, 1969
A joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(Miss F. King, Ext. 2782)

New York: NATIONAL SHOE FAIR – March 22-26, 1969
A probable joint venture with the British Footwear Manufacturers Federation.
(Miss J. M. Coker, Ext. 2624)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – April 12-14, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Miss H. McKinlay, Ext. 2777)

Moscow: FOOTWEAR, SHOEMAKING MACHINERY AND LEATHER PROCESSING (OBUV '69) – September 10-24, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. P. J. Evans, Ext. 2785)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – September 27-29, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Miss H. McKinlay, Ext. 2777)

Chicago: NATIONAL SHOE FAIR – October 5-8, 1969
A probable joint venture with the British Footwear Manufacturers Federation.
(Mr. A. F. Fenton, Ext. 2786)

1970

New York: NATIONAL SHOE FAIR – March/April 1970
A possible joint venture with the British Footwear Manufacturers Federation. Firms interested in participation should contact the Federation.
(Miss J. M. Coker, Ext. 2624)

Pirmasens: INTERNATIONAL FOOTWEAR, LEATHER AND MACHINERY FAIR – May 23-28, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. K. J. C. Edgington, Ext. 2436)

Chicago: NATIONAL SHOE FAIR – October 1970
A probable joint venture with the British Footwear Manufacturers Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786)

Furniture, Furnishings, Household Equipment and Hardware

1969

Toronto: FLOOR COVERING SHOW – January 6-11, 1969
Probable joint venture with the British Carpets Export Promotion Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788)

Paris: CARPET AND FLOOR COVERINGS EXHIBITION – January 15-20, 1969
A joint venture with the British Carpet Manufacturers Federtion.
(Mr. R. J. Ager, Ext. 2783)

Paris: INTERNATIONAL FURNITURE EXHIBITION – January 16-20, 1969
A joint venture with the British Carpet Manufacturers Federa-Federated Association.
(Mr. R. J. Ager, Ext. 2783)

INTERNATIONAL TRADE CENTRE - SURVEYS

The carrying out of surveys of the markets of developed countries for the export products of developing countries is one of the specialities of the International Trade Centre, UNCTAD/GATT. Products surveyed so far are plywood and veneer, citrus juices, oilcake, shrimps and prawns, rice, cottonseed oil, canned beef, and tropical sawn wood. Other products are due to be surveyed later in 1968.

Reports of the Centre's surveys are made available free of charge to the developing countries. Firms in developed countries may obtain priced copies from the GATT Secretariat, Villa le Bocage, Palais des Nations, 1211, *Geneva,* 10, *Switzerland.*

Information about the Trade Centre and its work may be obtained from the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 *Victoria Street, London, S W.*1 *(Tel.* 01-222 7877, *Ext.* 2438).

EXPORTING TO SWEDEN ?

The International Trade Fairs in Gothenburg in 1969 are:-

52nd International Swedish Trade Fair
9th to 18th May

2nd International Sea Transport and Marine Equipment Exhibition
5th to 10th June

1st International Electrical Trade Fair for Installation Material, Equipment, Instruments and Automatic Systems
28th October to 2nd November

[DETACH AND POST]

To: John Buck (Trade Fair Agencies) Limited,
44, Newman Street, LONDON, W.1.

We are interested in further details on_____

Name of Company_____

Address & Telephone No._____

Contact_____

Toronto: CANADIAN HARDWARE SHOW – February 3-6, 1969
A probable joint venture with the National Hardware Alliance.
(Miss G. Adams, Ext. 2788)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 20-23, 1969
Probable joint ventures with:
(i) Federation of British Horticultural Exporters,
(ii) British Artmetal Manufacturers Export Group,
(iii) British Electrical and Allied Manufacturers Association,
(iv) Hardware Manufacturers Association,
(v) United Kingdom Cutlery and Silverware Association,
(vi) Federation of British Hand Tool Manufacturers and
(vii) Engineering and Building Centre, Birmingham.
Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Tokyo: BRITISH FURNITURE SAMPLES SHOW – February 24-28, 1969
A probable joint venture with the British Furniture Manufacturers Export Club Ltd.
(Mrs. I. M. Janzen, Ext. 2489)

Cologne: INTERNATIONAL FAIR OF ACCESSORIES AND MATERIALS USED FOR WOODWORKING, FURNITURE UPHOLSTERY, MATTRESSES, HOUSE, SHIP, VEHICLE AND LIGHT CONSTRUCTION BUILDING (INTERZUM) – June 11-15, 1969
The Board of Trade will be combining joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Stockholm: GOLVEX '69 – September 1-4, 1969
A possible joint venture with the British Carpet Manufacturers Federation.
(Mr. R. J. Ager, Ext. 2783)

Milan: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION – September 6-10, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 12-14, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

New York: NATIONAL HARDWARE SHOW – October 1969
A probable joint venture with the Federation of British Horticultural Exporters Ltd. Firms interested in participation should contact the Federation.
(Miss J. M. Coker, Ext. 2624)

Lyons: INTERNATIONAL FURNITURE AND FURNISHINGS ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Utrecht: INTERNATIONAL FURNITURE FAIR – November 3-8, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

1970

Lyons: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Handicrafts

1969

Utrecht: INTERNATIONAL SPRING FAIR (INCLUDING KARWEI DO-IT-YOURSELF EXHIBITION) – March 2-7, 1969
A possible joint venture with the Federation of British Hand Tool Manufacturers. Firms interested in participation should contact the Federation.
(Mr. T. E. Kerfoot, Ext. 3071)

Heating and Ventilating

1969

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 5-9, 1969
A joint venture with the Building Materials Export Group. Firms interested in participation should contact the Group.
(Mr. K. J. C. Edgington, Ext. 2436)

1970

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – April 8-12, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Hospital, Medical, Surgical and Dental Equipment

1968

Helsinki: PHYSICIANS' DAYS – November 10-16, 1968
A joint venture with the Association of the British Pharmaceutical Industry. (5 firms.)
(Mr. A. G. Pearson, Ext. 2398)

1969

Zagreb: 5TH INTERNATIONAL EXHIBITION – MEDICINE AND MEDICAL – April 19-27, 1969
A possible joint venture with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. B. L. Banks, Ext. 3558)

Tokyo: 12TH INTERNATIONAL CONGRESS OF RADIOLOGY – October 6-11, 1969
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Helsinki: PHYSICIANS' DAYS – November 1969
A possible joint venture with the Association of the British Pharmaceutical Industry. Firms interested in participation should contact the association.
(Mr. A. G. Pearson, Ext. 2398)

Leather, Leather Goods and Fur

1969

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – February 22-27, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

Paris: INTERNATIONAL FUR TRADE EXHIBITION – April 12-17, 1969
A joint venture with the Clothing Export Council.
(Mr. R. J. Ager, Ext. 2783)

Frankfurt: INTERNATIONAL FUR FAIR – April 23-27, 1969
A joint venture with the British Fur Trade Association.
(Miss E. J. Slegg, Ext. 3559)

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August-September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

Paris: INTERNATIONAL LEATHER WEEK (SEMAINE DE CUIR) – September 12-17, 1969
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

New York: LEATHER AND ALLIED INDUSTRIES EXPOSITION – October 1969
A probable joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(Miss J. M. Coker, Ext. 2624)

1970

Frankfurt: INTERNATIONAL FUR FAIR – April 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Motor Vehicles, Motor Cycles and Cycles

1968

Detroit: AUTOMOBILE SHOW – November 30-December 8, 1968
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. A. F. Fenton, Ext. 2786)

1969

Chicago: AUTOMOTIVE ACCESSORIES MANUFACTURERS OF AMERICA INTERNATIONAL EXPOSITION – February 10-13, 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. A. F. Fenton, Ext. 2786)

Chicago: AUTOMOBILE SHOW – March 8-16, 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. A. F. Fenton, Ext. 2786)

Geneva: INTERNATIONAL MOTOR SHOW – March 13-23, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

New York: INTERNATIONAL AUTOMOBILE SHOW – March/April 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Coker, Ext. 2624)

Belgrade: INTERNATIONAL FAIR OF ENGINEERING AND MOTOR VEHICLES – April 19-27, 1969
A joint venture with the Society of Motor Manufacturers and Traders. Firms interested should contact the Society.
(Mr. B. L. Banks, Ext. 3558)

Prague: INTERNATIONAL AUTOMOBILE REPAIR SERVICING EXHIBITION 'AUTOPROGRESS '69' – June 12-21, 1969
A joint venture with the Society of Motor Manufacturers and Traders. Firms interested should contact the Society.
(Mr. B. L. Banks, Ext. 3558)

Frankfurt: INTERNATIONAL MOTOR SHOW – September 11-21, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Paris: INTERNATIONAL MOTOR, CYCLE, MOTORCYCLE AND SPORTS EXHIBITION – October 2-12, 1969
A possible joint venture with the appropriate trade associations. Firms interested should contact their trade associations.
(Mr. R. J. Ager, Ext. 2783)

Turin: INTERNATIONAL MOTOR SHOW – November 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Music and Musical Instruments

1969

Cannes: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January 18-24, 1969
Joint ventures with:
(1) Music Publishers Association (46 firms).
(2) British Phonographic Industry (9 firms).
(Mr. A. G. Pearson, Ext. 2398)

Chicago: MUSIC INDUSTRY TRADE SHOW – June 22-26, 1969
A possible joint venture with the Association of Musical Instrument Industries.
(Mr. A. F. Fenton, Ext. 2786)

Los Angeles: HI-FI AND MUSIC SHOW – October 1969
A possible joint venture with the Federation of British Audio. Firms interested in participation should contact the Federation.
(Miss G. Adams, Ext. 2788)

1970

Cannes: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January 1970
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Chicago: MUSIC INDUSTRY TRADE SHOW AND CONVENTION – June 1970
A possible joint venture with the Association of Musical Instrument Industries. Firms interested in participation should contact the association.
(Mr. A. F. Fenton, Ext. 2786)

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page 1094 of October 25 issue.)*

Office Machinery and Equipment

1969

Tokyo: THIRTY-SIXTH BUSINESS EQUIPMENT SHOW – May 25-30, 1969
A possible joint venture with the Business Equipment Trade Association. Firms interested in participation should contact the association.
(Mrs. I. M. Janzen, Ext. 2489)

Stockholm: INTERNATIONAL OFFICE EQUIPMENT EXHIBITION – October 17-24, 1969
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their association.
(Mr. R. J. Ager, Ext. 2783)

Packaging Machinery and Materials, including Containers

1968

Paris: INTERNATIONAL PACKAGING EXHIBITION – November 24-30, 1968
A joint venture with the Institute of Packaging.
(Mr. R. J. Ager, Ext. 2783)

1969

Chicago: AMERICAN NATIONAL PACKAGING EXPOSITION – April 14-17, 1969
A possible joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Mr. A. F. Fenton, Ext. 2786)

Düsseldorf: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May 10-16, 1969
A joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Mr. S. Bickel, Ext. 2011)

Melbourne: THE THIRD INTERNATIONAL CONTAINER SERVICES' AND EQUIPMENT EXHIBITION – June 23-27, 1969
A possible joint venture with the London Chamber of Commerce and other appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Photographic Equipment

1969

New York: UNIVERSE OF PHOTOGRAPHY, PHOTO EXPO '69 – June 7-15, 1969
A joint venture with the British Photographic Export Group.
(Miss J. M. Coker, Ext. 2624)

Pottery and Glassware

1969

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – September 10-15, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Printing, Stationery and Printing Machinery

1969

Johannesburg: SASTEX 69 (STATIONERY AND OFFICE EQUIPMENT EXHIBITION) – May 19-24, 1969
A possible joint venture with the British Stationery and Office Equipment Association. Firms interested in participation should contact the association.
(Miss G. Adams, Ext. 2788)

Moscow: PRINTING MACHINERY (INCLUDING DUPLICATING AND PHOTOCOPYING EQUIPMENT) (INPOLIGRAFMASH '69) – July 9-23, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. J. Evans, Ext. 2785)

Chicago: NATIONAL STATIONERY AND OFFICE EQUIPMENT CONVENTION – September 17-20, 1969
A possible joint venture with the British Stationery and Office Equipment Association. Firms interested in participation should contact the association.
(Mr. A. F. Fenton, Ext. 2786)

Milan: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING (GEC) – October 4-12, 1969
A joint venture with the British Printing Machinery Association. Firms interested in participaton should contact the assocation.
(Miss F. King, Ext. 2782)

1970

Sydney: PACKAGING AND PRINTING EXHIBITION – May 11-15, 1970
A possible joint venture with the British Printing Machinery Association. Firms interested in participation should contact the association.
(Mrs. I. M. Janzen, Ext. 2489)

Scientific Instruments and Nuclear Equipment

1968

Washington: INTERNATIONAL ATOMIC ENERGY CONFERENCE AND EXHIBITION – November 10-14, 1968
Joint venture with the British Nuclear Forum.
(Miss G. Adams, Ext. 2788)

Milan: INSTRUMENTATION AND AUTOMATION FAIR – November 20-26, 1968
A trade information stand manned by the British Electrical and Allied Manufacturers Association.
(Miss F. King, Ext. 2782)

1969

Cleveland: ANALYTICAL CHEMISTRY AND APPLIED SPECTROSCOPY SHOW – March 2-7, 1969
A possible joint venture with the Scientific Instrument Manufacturers Association.
(Mr. A. F. Fenton, Ext. 2786)

Tokyo: SCIENCE MUSEUM SHOWS AT THE TIME OF THE TOKYO BRITISH WEEK – September 26-October 5, 1969
(a) Joint venture with Scientific Instrument Manufacturers Association.
(b) Joint venture with Electronic Engineering Association.
(c) Joint venture with the Society of British Aerospace Companies.
(Mrs. I. M. Janzen, Ext. 2489)

Basle: INTERNATIONAL NUCLEAR INDUSTRIES FAIR (NUCLEX 69) – October 6-11, 1969
Joint ventures with the British Nuclear Forum and the United Kingdom Atomic Energy Authority. Firms interested in participation should contact the Forum or the Authority.
(Mr. T. E. Kerfoot, Ext. 3071)

INTERNATIONAL TRADE FAIRS, YUGOSLAVIA 1969

NOVI SAD

36th AGRICULTURAL FAIR 9th — 19th May

BELGRADE

FAIR OF ENGINES & MOTOR VEHICLES 19th — 27th April
TECHNICAL FAIR 17th — 25th May
CHEMICAL FAIR 14th — 22nd June
FOUNDRY EXHIBITION 7th — 14th September
CLOTHING FAIR 11th — 19th October

LJUBLJANA

ELECTRONICS FAIR 7th — 12th October
TIMBER & FURNITURE FAIR 14th — 21st June
WINE FAIR 29th Aug. — 7th Sept.

For full details and information on the above Fairs contact
ARPENT (B3), Hatfield Heath, Bishop's Stortford, Herts.

Ships and Boats

1969

Hamburg: BOAT SHOW – January 23-29, 1969
A joint venture with the Ship and Boat Builders' National Federation.
(Mr. K. J. C. Edgington, Ext. 2436)

New York: NATIONAL BOAT SHOW – January 22-February 2, 1969
A joint venture with the Ship and Boat Builders' National Federation.
(Miss J. M. Coker, Ext. 2624)

Los Angeles: LOS ANGELES BOAT SHOW – January 26-February 4, 1969
Joint venture with the Ship and Boat Builders' National Federation.
(Miss G. Adams, Ext. 2788)

Athens: INTERNATIONAL SHIPPING EXHIBITION 'POSIDONIA '69' – June 2-8, 1969
Joint venture with British Marine Equipment Council and Ship Builders and Repairers National Association. Firms interested in participation should contact the Council or Association.
(Mr. B. L. Banks, Ext. 3558)

Gothenburg: INTERNATIONAL EXHIBITION FOR SEA TRANSPORT AND MARINE EQUIPMENT – June 5-10, 1969
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Chicago: MARINE TRADES EXHIBITS AND CONFERENCE – September 28-October 1, 1969
Probable joint venture with the Ship and Boat Builders National Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786)

1970

Hamburg: BOAT SHOW – January 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

New York: NATIONAL BOAT SHOW – January/February 1970
A probable joint venture with the Ship and Boat Builders National Federation. Firms interested in participation should contact the Federation.
(Miss J. M. Coker, Ext. 2624)

Chicago: MARINE TRADES EXHIBITS AND CONFERENCE – September 1970
Probable joint venture with the Ship and Boat Builders Federtion. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786)

1971

Oslo: INTERNATIONAL SHIPPING EXHIBITION – May 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Sports Goods and Camping Equipment, including Caravans

1969

Houston: NATIONAL SPORTING GOODS SHOW – February 2-6, 1969
A Joint venture with The Federation of British Manufacturers of Sports and Games.
(Miss G. Adams, Ext. 2788)

Amsterdam: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March 7-16, 1969
A joint venture with the Ship and Boat Builders' National Federation. Firms interested in participation should contact the Federation.
(Mr. T. E. Kerfoot, Ext. 3071)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 23-26, 1969
A joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 2624)

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 19-21, 1969
The Board of Trade will be considering joint ventures with apropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Textiles and Textile Machinery

1968

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 19-22, 1968
A joint venture with the Textile Promotion Consultative Committee.
(Mr. K. J. C. Edgington, Ext. 2436)

1969

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 20-23, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Greenville: INTERNATIONAL AMERICAN TEXTILE MACHINERY EXHIBITION – October 20-24, 1969
Probable joint venture with 'Trex' – the British Textile Machinery Organization.
(Miss G. Adams, Ext. 2788)

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 18-21, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

1970

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 26-29, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – October 17-20, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Toys and Games

1969

Nuremberg: INTERNATIONAL TOY FAIR – February 8-14, 1969
A joint venture with the British Toy Manufacturers' Association.
(Miss E. J. Slegg, Ext. 3559)

Montreal: CANADIAN TOY FAIR – February 23-28, 1969
Probable joint venture with the British Toy Manufacturers' Association.
(Miss G. Adams, Ext. 2788)

New York: INTERNATIONAL TOY AND TRADE FAIR – March 9-13 1969
Joint venture with The British Manufacturers' Association.
(Miss J. M. Coker, Ext. 2624)

Sydney: INTERNATIONAL TOY FAIR – March 16-20, 1969
A joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

Tokyo: PROPOSED BRITISH TOY EXHIBITION – October 13-18, 1969
A possible joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

1970

Nuremberg: INTERNATIONAL TOY FAIR – February 14-20, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

New York: INTERNATIONAL TOY AND TRADE FAIR – March 1970
A probable joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Miss J. M. Coker, Ext. 2624)

Other Specialized Fairs

1968

Mexico City: INTERNATIONAL PHILATELIC EXHIBITION – October 30-November 10, 1968
A joint venture with the Philatelic Society.
(Mrs. I. M. Janzen, Ext. 2489)

Amsterdam: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION (INTERCLEAN) – November 25-28, 1968
A possible joint venture with the British Institute of Cleaning Science.
(Mr. T. E. Kerfoot, Ext. 3071)

1969

Brussels: INTERNATIONAL INVENTORS' EXHIBITION – March 21-30, 1969
A joint venture with the Institute of Patentees and Inventors. Inventors interested in participation should contact the Institute.
(Mr. A. G. Pearson, Ext. 2398)

New York: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX) March 1969
A possible joint venture with the Philatelic Traders' Society.
(Miss J. M. Coker, Ext. 2624)

Boston: HEALTH, RECREATION AND PHYSICAL EDUCATION SHOW – April 11-15, 1969
A probable joint venture with the Physical Education Association.
(Miss G. Adams, Ext. 2788)

New York: PREMIUM SHOW – April 21-24, 1969
A joint venture with the British Premium Manufacturers' Association.
(Miss J. M. Coker, Ext. 2624)

Zagreb: INTERNATIONAL EXHIBITION OF TOURIST, CATERING AND SHOP EQUIPMENT (TU-EX) – April 19-27, 1969
Possible joint venture with London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Mr. B. L. Banks, Ext. 3558)

Zagreb: INTERNATIONAL CONSUMER GOODS FAIR – April 19-27, 1969
Possible joint venture with appropriate Trade Associations. Firms interested in participation should contact their associations.
(Mr. B. L. Banks, Ext. 3558)

Cannes: INTERNATIONAL FILM FESTIVAL – May 1969
A trade information stand manned by the Film Production Association of Great Britain.
(Mr. A. G. Pearson, Ext. 2398)

Chicago: INDEPENDENT PET INDUSTRY TRADE SHOW – June 8-10, 1969
A possible joint venture with the British Pet Trade Fair Founders Club.
(Mr. A. F. Fenton, Ext. 2786)

Geneva: 1ST EUROPEAN FESTIVAL, CONGRESS AND EXHIBITION OF RECREATION – September 18-28, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their assocation.
(Mr. T. E. Kerfoot, Ext. 3071)

Paris: INTERNATIONAL EXHIBITION OF SAFETY AND PROTECTION (EUROPROTECTION) – September 30-October 5, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mr. R. J. Ager, Ext. 2783)

New York: NATIONAL TRADE SHOW OF PET INDUSTRY – September 1969
A probable joint venture with the British Pet Trade Fair Founders Club.
(Miss J. M. Coker, Ext. 2624)

Düsseldorf 2ND CONGRESS AND EXHIBITION FOR CLEAN AIR – October 13-17, 1969
Possible joint venture with the National Society for Clean Air. Firms interested in participation should contact the Society.
(Miss H. McKinlay, Ext. 2777)

Düsseldorf: INDUSTRIAL SAFETY AND FACTORY HYGIENE – November 12-15, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 2777)

1970

New York: PREMIUM SHOW – April 1970
A possible joint venture with the British Premium Manufacturers' Association. Firms interested in participation should contact the association.
(Miss J. M. Coker, Ext. 2624)

Basle: EUROPEAN EDUCATIONAL EQUIPMENT EXHIBITION (DIDACTA) – May 28-June 1, 1970
A joint venture with the Educational Equipment Association. Firms interested in participation should contact the association.
(Mr. T. E. Kerfoot, Ext. 3071)

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

(c) British Weeks and Store Promotions

1968

Denver, Colorado: NEUSTETERS – October 14-November 2, 1968
This store will feature British men's and boys' clothing, furnishings, shoes, hats, etc. Interested manufacturers should contact Gimbel Brothers, Berkeley Square House, Berkeley Square, London, W.1. (Tel. 01-629 3031), the store's London Buying House.
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

W. Berlin: MOBEL HUBNER FURNITURE PROMOTION – October 22-November 22, 1968
This leading furniture store will hold a promotion of better class British furniture this autumn. The promotion is expected to cover a wide range of such furniture and manufacturers are advised to contact Mr. M. H. Kroner, Executive Secretary, British Furniture Manufacturers' Export Club Ltd., 17 Berners Street, London, W.1 (Tel. Langham 6300 and 5115) for more detailed information.
(Mr. P. Holmes, 01-828, Ext. 7249)

Phœnix, Arizona: GOLDWATERS – October 24-November 2, 1968
The London Buying House is Associated Dry Goods (UK) Ltd., Elsley House, 24/30 Great Titchfield Street, London, S.W.1 (Tel. 01-636 5781)
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

USA: CITY STORES GROUP – Autumn 1968
(a) Louisville, Kentucky: Kaufman Straus Co. – September 29-October 6, 1968,
(b) Fort Wayne, Indiana: Wolf & Dessauer – Autumn 1968,
(c) Memphis, Tennessee: Lowensteins – October 13-19, 1968.
These stores will feature British consumer goods together with those of other countries. They are represented in London by Metasco Inc., 161/167 Oxford Street, London, W.1 (Tel. 01-437 3301)
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

New York: A. S. BECK INC. – Autumn 1968
This British promotion will feature men's shoes (in 120 stores). All inquiries should be addressed to: A. S. Beck Inc., 25 West 43rd Street, New York, N.Y. 10036 USA.
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Toulon: SIGRAND COVETT CLOTHING STORE PROMOTION – November 1-9, 1968
This well known chain of men's and women's wear shops will hold a promotion of British clothing in its Toulon branch this November. Classes of British goods to be included in the promotion will be medium price men's suits, ties, shirts. knitwear and dresses and knitwear for women.
Manufacturers interested in offering their products to the store should contact Monsieur J. Sigrand, Service Publicite, Societe Sigrand-Covett, 83 boulevard de Sebastopol, Paris 2e.
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

Baltimore, Maryland: HOCHSCHILD KOHN AND CO. – November 4-17, 1968
An international promotion at which British and other countries' merchandise will be featured. The London Buying House for the store is O. Zeigler Ltd., 27 Albemarle Street, London, W.1 (Tel. 01-629 1362)
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

New Orleans: MAISON BLANCHE – November 10-16, 1968
The British Promotion will feature men's clothing, men's furnishings, men's sportswear and men's accessories. The London Buying House is Metasco Inc., 161/170 Oxford Street, London, W.1 (Tel. 01-437 3301)
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Rome: CESARI STORE PROMOTION – November 11-16, 1968
CESARI own two stores, one in Via Babuino and one in Via Barberini, selling fabrics, furnishing fabrics and floor coverings. The promotion will be known as 'British Week at Cesari' and the stores will be decorated accordingly.
(Mr. A. E. H. Sammons, 01-828 1288, Ext. 7251)

Tokyo: ISETAN CO. LTD. – November 1968
The British promotion will feature foodstuffs, alcoholic beverages, carpets, kerosene heaters, clothing, smokers' requisites, textile fabrics and toys. The stores London Buying House is Dean Warburg Ltd., 81 New Bond Street, London, W.1 (Tel. 01-493 9636).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Paris: AU BON MARCHE SCOTTISH PROMOTION – November 1968
This department store concludes its current series with a Scottish promotion in November. British firms interested in supplying goods with a Scottish association should contact Mr. Greek, Brook Merchandising Co. Ltd., 48 Brook Street, London, W.1 (Tel. 01-493 8804).
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

1969

Gerresheimer West Germany: DEUTSCHE SUPERMARKT-HANDELS GmbH – January 1969
Preliminary notice is given of a British food promotion in 160 supermarket outlets of the Deutsche Supermarkt Group next January. The promotion will cover a wide range of products and manufacturers wishing to offer their products to the Group should contact Herr Franz Neubauer, Leiter der Marketing – Abteilung, Deutscher Supermarkt-Handels GmbH, 4006 Erkrath-Unterbach, Gerresheimer Str. 73/87.
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

Hong Kong: THE WING ON CO. LTD. – February 20-27, 1969
This British promotion will feature clothes, household goods, piece-goods, furniture and fabrics, and glassware. The London Buying House is G.U.S. Export International Ltd., 200 Tottenham Court Road, London, W.1 (Tel. 01-636 9192)
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Melbourne: BUCKLEY AND NUNN LTD. – February 24-March 8, 1969
British clothing, carpets, cutlery, china and glassware will be featured in this promotion. Interested manufacturers should contact the store's London Office, Buckley & Nunn Ltd., 14/16 Margaret Street, London, S.W.1 (Tel. 01-636 3001).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Freiburg West Germany: GOTTLIEB GmbH – April 14-26, 1969
For a British Fortnight in 75 supermarket branches through South West Germany next March, offers of British foodstuffs, smokers' requisites, umbrellas, pop records and medium priced knitwear prices in DM free into store Freiburg, are invited by Herr Prokurist Becher, Gottlieb GmbH, 78 Freiburg, Hans-Bunte-Strasse 16.
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

Sydney: F. V. RICHARDS & CO. – April 14-28, 1969
This British promotion will feature men's and women's clothing and accessories. The London Buying House is Dix and Simpson Ltd., 21 Old Burlington Street, London, W.1 (Tel. 01-734 5421)
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Johannesburg: GREATERMANS LTD. – April 1969
This British promotion will feature consumer goods of the department store type. The London Buying House is Greatermans Associates Ltd., 35/37 Chiswell Street, London, E.C.1 (Tel. Monarch 3781)
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Dortmund: BRITISH SHOPPING WEEK – May 28-June 4, 1969
Preliminary notice is given of a British Shopping Week in Dortmund. Manufacturers seeking further information at this stage are advised to contact Mr. C. W. Blackman, Consul (Commercial), British Consulate-General, Cecilienallee 14 and 16, 4000 Düsseldorf (Tel. 434281-5; Telex 203-8-584855 a/b 8584855 Comb.D).
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

Tokyo: MAJOR BRITISH WEEK – September 26-October 5, 1969

Formal announcement of this British Week was made by the British Ambassador Sir John Pilcher and Mr. Michael Montague, chairman of the BNEC Asia Committee at an inaugural conference in Tokyo on January 23.

A British Week Office has been set up in that city, and has completed a first round of shop visits. The Week is being organized by the Board of Trade in association with the British National Export Council's Asia Committee, and manufacturers seeking information should contact either Mr. I. Trevor, BNEC Asia Committee, British National Export Council, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121), or the Board of Trade as below.

The address of the British Week Office is: British Week Office of the British Embassy, Room 326, Nikkatsu International Building, 1 Yuraku-Cho-1-Chome, Chiyoda-ku, Tokyo, Japan (Tel. 213-8151/5, Telex TK 4653). Director: Mr. Ben Thorne, MBE.

(Mr. A. H. Divers, Ext. 3373).

Paris: BRITISH PROMOTION IN CHAMPS-ELYSEES – October 9-18, 1969

Preliminary notice is given of a proposal by the Groupement du Commerce des Champs Elysees to hold a British promotion from October 9-18, 1969. No other national promotion has ever been held in the Champs-Elysees, and it is expected that opportunities will exist for a wide range of British consumer goods.

An Executive Committee has been formed which hopes to include some of the popular attractions of a major British Week in its programme of supporting events.

Manufacturers seeking details of outlets in the Champs-Elysees are advised at this stage to contact either Mr. P. Simpson Jones, President of the British Chamber of Commerce in France, 9 rue Halevy, Paris 9e (Tel. 073.49.21), or the Commercial Department of the British Embassy, 35 rue du Faubourg, St. Honore, Paris 8e (Tel. 265.2710).

(Mr. P. Holmes, 01-828 1288, Ext. 7249)

Vienna: MAJOR BRITISH WEEK – October 10-18, 1969

This will be the eighth major British Week held in Europe and the third held in an EFTA country. A British Week Office has already been established by the Board of Trade in Vienna, with Mr. S. John Peskett, OBE, as director, and a preliminary survey shows that there are approximately 2,000 shops in the selected 'target area'. Those United Kingdom manufacturers who are interested in this market and wish to establish agencies in Austria should lose no time in asking the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, for assistance. The BNEC Export Council for Europe has prepared a guide containing information about the Vienna market. Firms interested in receiving this should write to Mr. P. L. Stubbs, BNEC Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1.

The address of the British Week Office is: British Week Office, Himmelpfortgasse 20/1/2, 1010-Vienna, Austria (Tel. 52 91 70 *or* 52 91 83, Telex 01-3230 a/b BRITWK A). Director: Mr. S. John Peskett, OBE.

For advice on overseas publicity contact Board of Trade Information Division, Room 213, Kingsgate House, 62-74 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2842, *or* 01-828 1288, Ext. 7244).

(Mr. P. K. Guenebault, Ext. 3449)

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgments of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

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SECTIONS II—IV

Trade Fairs and Exhibitions

Requests for information about fair costs and conditions should be made to the organisers or United Kingdom agents unless participation, with Board of Trade support, in events (also included in Section I) is being considered. The Board of Trade, Trade Fairs Branch, Broadway Buildings, 54 Broadway, London, S.W.1, will be pleased to answer general inquiries about events in Sections II-IV. The telephone number of the Board of Trade is 01-222 7877, extensions :—

Eastern Europe including Eastern Germany	3558	*Finland, Norway, Denmark*	2398
Cologne, Dusseldorf, Offenbach, Wiesbaden	2569	*Malta, Netherlands Switzerland, Spain, Irish Republic*	3072
Other towns in West Germany	3557	*United States, Canada*	2788
Austria, Italy, Portugal	3072	*United Kingdom*	3008
France (Paris only) and Sweden	2783	*The rest of the world*	2496
Other towns in France, Belgium Luxembourg,			

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

SECTION II

European Trade Fairs and Exhibitions

1968 Specialized

Chemicals and Allied Industries including Plastics

BARCELONA: TECHNICAL FAIR FOR APPLIED CHEMISTRY (EXPOQUIMIA 68) – December 6-15
Apply, Avenida de M. Cristina, Palace No. 1, Barcelona.

Clothing

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 9-14
* Apply, Salon International du Pret-A-Porter Feminin, 23 Rue Notre-Dame-Des-Victoires, Paris, 2e.

WIESBADEN: INTERNATIONAL MILLINERY FAIR (INTERHUT) – December 1-3
* Apply, Internationalen Hutfachmesse für Grossisten, 6 Frankfurt-am-Main, Kaiserstrasse 64.

Engineering, Electrical and Electronic, including Radio and Television

OSLO: AUTOMATICA – November 5-12
Apply, Norwegian Industries Development Association, Forskningsveien 1, Oslo 3, Norway.

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – November 7-13
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Foodstuffs, Food Machinery, Hotel and Catering Equipment

DIJON: FOOD, WINES AND GASTRONOMY EXHIBITION – October 30-November 11
* Apply, M. le President, Palais des Expositions, Boulevard de Champagne, Dijon.

PARIS: INTERNATIONAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November 2-10
Apply, M. Caron, 3 rue la Boetie, Paris, 8e.

Furniture, Furnishings, Household Equipment and Hardware

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 31-November 11
* Apply, Commissaire General, Palais de la Foire, Lille.

Handicrafts

PARIS: DO-IT-YOURSELF EXHIBITION – November 9-18
* Apply, Salon du Bricolage, 42 rue du Louvre, Paris 1er.

Hospital, Medical, Surgical and Dental Equipment

BASLE: INTERNATIONAL APOTHECARY EXHIBITION (IPHARMEX) – June
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

HELSINKI: PHYSICIANS DAYS – November 10-16
Apply, Mr. A. G. Pearson (Ext. 2398).

VIENNA: VAN SWIETEN MEDICAL CONGRESS AND EXHIBITION – November 11-16
Apply, M. Rodler, Medizinische Austellungs-Und Werbe-Gesellschaft, Vienna, Austria.

Laundry and Allied Services

AMSTERDAM: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION – November 25-28
Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam, Holland.

Motor Vehicles, Motor Cycles and Cycles

PARIS: INTERNATIONAL MOTOR, CYCLE AND MOTORCYCLE EXHIBITION – October 3-13
* Apply, Comissaire General, 3 avenue du President Wilson, Paris 16e.

TURIN: INTERNATIONAL MOTOR SHOW – October 30-November 10
Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Packaging Machinery and Materials, including Containers

PARIS: INTERNATIONAL BOTTLING EQUIPMENT AND ALLIED INDUSTRIES EXHIBITION – November 2-8
† Apply, M. Caron, 3 rue La Boetie, Paris 8e.

PARIS: INTERNATIONAL PACKAGING EXHIBITION – November 24-30
* Apply, Salon de l'Emballage, 20 rue Carpeaux, 92 Puteaux (Seine).

Ships and Boats

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 12-16
* Apply, Europort Exhibitions Ltd., 67/69 Chancery Lane, London, WC1 (Tel. Chancery 6561).

Scientific Instruments and Nuclear Equipment

MILAN: INSTRUMENTATION AND AUTOMATION FAIR – November 20-26
† Apply, Federazione della Associazioni Scientifiche e Techniche (FAST) di Milano, P. le Morandi 2, Milan.

Textiles and Textile Machinery

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING (INTERSTOFF) – November 19-22
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

1969 General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February 23-27
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

UTRECHT: INTERNATIONAL SPRING FAIR – March 2-7
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March 9-16
Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. Knightsbridge 6938).

MARSEILLES: SPRING FAIR – March 20-31
Apply, Butler's Advertising Service Ltd., Fenwick House, 292 High Holborn, London, WC1 (Tel. Chancery 4224/5).

LYONS: INTERNATIONAL TRADE FAIR – March 22-31
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March
Apply, The President, Fiera Internazionale Della Sardigna, Quartiere Fieristigo, Viale A. Diaz, Cagliari (Tel. 52.854-51-859-57. 888).

NANTES: NANTES FAIR – April 3-14
Apply, M. Boyer, Champs-de-Mars, Nantes, Loire-Atlantique 44.

METZ: INTERNATIONAL SPRING FAIR (EXPOMETZ) – April 9-20
Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 68 Queen Street, London, EC4 (Tel. Central 9431).

ORLEANS: ORLEANS FAIR – April 12-20
Apply, M. Secretain, Hotel de Ville, Orleans, Loiret 45.

SAARBRÜCKEN: INTERNATIONAL SAAR FAIR – April 12-20
* Apply, Internationale Saarmesse 66 Saarbrücken, Messegelände.

MILAN: INTERNATIONAL SAMPLES FAIR – April 14-25
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

BRUSSELS: INTERNATIONAL TRADE FAIR – April 16-27
Apply, Belgium National Railways, PO Box 4 BY 167 Regent Street, London, W1 (Tel. Regent 1491).

TOULOUSE: INTERNATIONAL TRADE FAIR – April 17-28
* Apply, M. Lacassagne, President, Palais-de-la-Foire Toulouse.

PARIS: INTERNATIONAL FAIR (FOIRE DE PARIS) – April 19-May 4
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. Knightsbridge 9628).

HANOVER: HANOVER FAIR – April 25-May 3
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

AVIGNON: AVIGNON FAIR – April 26-May 4
Apply, M. Chambon, Parc de Champfleury, Avignon.

GRAZ: SPRING FAIR – April 26-May 4
Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz.

RENNES: RENNES FAIR – April 26-May 5
Apply, M. Machenaud, 48 boulevard Magenta, Rennes, Ille-et-Villaine 35.

LIEGE: INTERNATIONAL FAIR (SPRING) – April-May
Apply, Belgium House, 167 Regent Street, London, W1 (Tel. Regent 1491).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 4-19
Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

LILLE: INTERNATIONAL TRADE FAIR – May 8-19
* Apply, Weigel Leygonie & Co. Ltd., 31/32 King Street, London, WC2 (Tel. Temple Bar 4825/9).

BORDEAUX: INTERNATIONAL TRADE FAIR – May 8-19
Apply, M. Ratabou, Administration de la Foire Inter: Bordeaux, 12 Place de la Bourse, Bordeaux.

GOTHENBURG: SWEDISH TRADE FAIR – May 9-18
Apply, Svenska Massan Gothenburg, S.

BESANCON: BESANCON FAIR – May 10-18
Apply, M. Lagrange, Promenade Chamars, Besancon.

POITIERS: POITIERS FAIR – May 10-18
Apply, M. le Commissaire General, Hotel de Ville, Poitiers, Vienne 86.

GRENOBLE: GRENOBLE FAIR – May 10-19
Apply, M. Maurin, Palais des Expositions, Grenoble.

MACON: MACON FAIR – May 10-20
Apply, M. Labruyere, Chambre de Commerce et Industrie, Macon, Saone-et-Loire 71.

NIMES: INTERNATIONAL FAIR – May 10-19
Apply, M. Letac, rue de Bouillarges, Nimes, Gard 30.

LIMOGES: LIMOGES FAIR – May 11-22
Apply, Commissaire General, 59 rue Montmailler, Limoges.

BOLOGNA: INTERNATIONAL TRADE FAIR – May 14-25
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, W1 (Tel. Regent 0511).

ROUEN: TRADE FAIR – May 14-26
Apply, M. le Commissaire General, 48 Quai de Paris, Rouen, Seine-Maritime 76.

BUDAPEST: INTERNATIONAL TRADE FAIR – May 16-26
Apply, The Director, Budapest International Fair, Budapest XIV Varosliget.

ANGERS: ANGERS FAIR – May 23-June 2
Apply, M. Cointreau, Chambre de Commerce et Industrie, 8 boulevard du Roi Rene, Angers.

MULHOUSE: TRADE FAIR – May 24-June 4
Apply, Commissaire General, 2 rue Pierre-Curie, Mulhouse, Haut-Rhin 68.

REIMS: REIMS FAIR – May 31-June 9
Apply, M. Lemaitre, 63 rue de Chativesle, Reims, Marne 51.

BARCELONA: INTERNATIONAL SAMPLES FAIR – May 31-June 15
Apply, Feria Oficiale Internacionale de Muestras, Avenida Maria Cristina, Barcelona 4.

PADUA: INTERNATIONAL SAMPLES FAIR – May 31-June 13
* Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. Regent 0855).

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May-June
* Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo, Sicily.

LUXEMBOURG: INTERNATIONAL TRADE FAIR – May-June
Apply, La Societe de la Foire Internationale de Luxembourg, Avenue Victor Hugo, Case Postale 110, Luxembourg.

NANCY: INTERNATIONAL FAIR – June 5-16
Apply, M. Deiber, Parc des Expositions, Nancy.

AMIENS: AMIENS FAIR (COMMERCIAL, INDUSTRIAL AND AGRICULTURAL) – June 6-16
Apply, M. le President, 22 rue Vatable, Amiens, Somme.

POZNAN: INTERNATIONAL TRADE FAIR – June 8-17
Apply, The Director-General, Poznan International Fair, Glogowska Street, Poznan 14.

CHALON-SUR-SAONE: CHALON-SUR-SAONE FAIR – June 14-23
Apply, M. Gros, 46 rue General-Leclerc, Chalon-Sur-Saone, Saone-et-Loire 71.

BOURGES: BOURGES FAIR – June 21-29
Apply, M. le President, Hotel de Ville, Bourges.

DRAGUIGNAN: DRAGUIGNAN FAIR – June 28-July 6
Apply, M. Jourdan, B.P.6, Draguignan, Var 83.

LISBON: INTERNATIONAL TRADE FAIR – June
Apply, State Information and Tourist Office of Portugal, 20 Lower Regent Street, SW1 (Tel. 930 2455).

TRIESTE: INTERNATIONAL SAMPLES FAIR – June-July
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1. (Tel. Regent 2411).

NAXXAR: MALTA TRADE FAIR – July
Apply, General Retailers Union, 87 Old Mint Street, Valletta, Malta.

BILBAO: INTERNATIONAL SAMPLES FAIR – August 14-29
Apply, Feria de Muestras Internacionale de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

MALMO: INTERNATIONAL TRADE FAIR (SKANE-MASSAN) –August 15-24
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20
* Apply, J. S. Rogers, Esq., British Chamber of Commerce of Turkey (Inc), 69 Cannon Street, London, EC4 (Tel. City 4444).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 24-27
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

UTRECHT: INTERNATIONAL AUTUMN FAIR – August 31-September 5
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

MESSINA: INTERNATIONAL TRADE FAIR – August
Apply, Ente Autonomo Fiere Di Messina, Via Liberta, Messina.

STOCKHOLM: ST. ERIK'S FAIR – INTERNATIONAL CONSUMER GOODS – August-September
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

PAU: FAIR AND EXHIBITION – September 4-15
Apply, M. Peninou, 21 rue Louis Barthou, Pau.

STRASBOURG: INTERNATIONAL TRADE FAIR – September 4-15
* Apply, M. le President, 9 rue Brûlée, Strasbourg.

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 7-14
Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, SW7 (Tel. Knightsbridge 6938).

LE MANS: SAMPLES FAIR – September 11-15
Apply, M. Gauthier, Quinconce-des-Jacobins, Le Mans, Sarthe 72.

CHAMBERY: CHAMBERY FAIR – September 12-21
Apply, M. Seve, 14 Quaides Allobroges, Chambery.

CLERMONT-FERRAND: CLERMONT-FERRAND FAIR – September 12-22
Apply, M. le President, 4 boulevard Trudaine, Clermont-Ferrand, Puy-de-Dome.

MARSEILLES: INTERNATIONAL FAIR – September 18-29
* Apply, Butlers Advertising Service, Fenwick House, 292 High Holborn, London, WC1 (Tel. Chancery 4224/5).

BERLIN: GERMAN INDUSTRIES EXHIBITION – September 19-28
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

HELSINKI: INTERNATIONAL TRADE FAIR – September 19-28
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London. W1.

ST.-ETIENNE: ST.-ETIENNE FAIR – September 19-29
Apply, M. Troselli, 3 rue de Charles-de-Gaulle, St.-Etienne, Loire 42.

CAEN: CAEN FAIR – September 19-29
Apply, M. le President, Parc des Expositions, Caen, Calvados 14.

PLOVDIV: INTERNATIONAL FAIR – September 21-30
* Apply, The Fair Administration, Plovdiv International Fair, 50 Lenin Blvd., Plovdiv, Bulgaria.

Exhibitio

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Northern Watch and Jewellery Trade Fair
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II International Printing Machinery and Allied Trades Exhibition (Ipex)
III The International Furniture Show
International Coin-Operated Laundry, Dry Cleaning and Allied Trades Exhibition

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SCOTTISH TRADES' MARKETS & EXHIBITIONS LTD.

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THE TRADES' MARKETS & EXHIBITIONS LTD.

International Bakers and Confectioners Exhibition (Interbake 69)
International Brewing, Bottling and Allied Trades Exhibition (Brewex)
International Dairy Engineering and Food Machinery Exhibition
Iv International Hotel and Catering Exhibition (Hotelympia)
The Northern Bakers' and Confectioners' Exhibition

INDUSTRIAL & TRADE FAIRS (IRELAND) LTD.

Irish International Food and Drink Fair

INDUSTRIAL & TRADE FAIRS PTY. LTD.

International Trade Fair, Sydney
Australian Catering Trade Fair, Sydney
Mechanical and Materials Handling Exhibition and Conference, Sydney
Chemical Petroleum and Gas Industries Exhibition, Sydney
Machine Tool Exhibition, Sydney
International Container Services and Equipment Exhibition

OVERSEAS EXHIBITIONS ORGANISED BY INDUSTRIAL AND TRADE FAIRS INTERNATIONAL LTD.

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1955 British Exhibition, Copenhagen
1957 British Trade Fair and Exhibition, Helsinki
1958 British Industry Pavilion at Universal and International Exhibition, Brussels
1959 British Trade Fair, Lisbon
1960 British Exhibition, New York
1961 British Trade Fair, Moscow
1962 British Exhibition and British Fortnight, Stockholm
1963 British Industrial Fair and British Fortnight, Zurich
1964 British Industrial Fair, Barcelona
British Industrial Exhibition, Peking
British Exhibition and British Fortnight, Sydney
1965 British Exhibition, Tokyo
British Pavilion, International Exhibition 'Chemistry in Industry, Construction and Agriculture', Moscow
1966 British Trade Fair and British Fortnight, Oslo
British Industrial Exhibition, Moscow
British Industrial Exhibition, Mexico City
1967 British Industrial Fair, Production Show '67, Toronto
British Pavilion, British Columbia International Trade Fair, Vancouver
1968 British Industrial Exhibition, Bucharest
1969 British Industrial Exhibition, Sao Paulo

All exhibitions are run in close co-operation with the trade association or group of trade associations most directly concerned with the industry for which they provide a market place.

I These exhibitions are promoted by joint companies formed with trade associations, in which the majority shareholding is held by the associations, and are organised by a subsidiary of Industrial and Trade Fairs Holdings Ltd.

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Iv Organised for The Hotel & Catering Exhibition (London) Ltd. by The Trades' Markets & Exhibitions Ltd.

ns Contact Industrial & Trade Fairs, anywhere in the World

CURRENT EXHIBITIONS CALENDAR

1968

'Do-it-Yourself' Exhibition
November 5 - 16 City Hall, Manchester.

Engineering Materials and Design International Exhibition and Conference
December 2 - 6 Olympia, London.

1969

The 1969 International Furniture Show (Interfurn 69)
January 27 - February 8 Earls Court, London.

Imbex 69
International Men's & Boys' Wear Exhibition
February 24 - 28 Earls Court, London.

Carpex 69
International Carpet, Linoleum & Floor Coverings Fair
February 24 - 28 Earls Court, London.

British Industrial Exhibition,
March 5 - 16
Ibirapuera Park, Sao Paulo, Brazil.

Brighter Homes Exhibition
March 11 - 29 City Hall, Manchester.

Scotland's Food Exhibition
March 11 - 22 Waverley Market, Edinburgh.

International Coin-Operated Laundry, Dry Cleaning and Allied Trades Exhibition - Coin-Op Ex 69
April 21 - 26 Earls Court, London.

London International Engineering and Marine Exhibition, and the International Welding Exhibition
April 22 - 30 Olympia, London.

The International Chemical and Petroleum Engineering Exhibition
April 22 - 30 Earls Court, London.

The Preservation & Packaging of Food Exhibition & Congress
June 23 - 27 The Exhibition & Conference Centre, Harrogate.

International Container Services and Equipment Exhibition
June 23 - 27 Melbourne, Australia.

Irish International Food and Drink Fair
August 30 - September 7
Royal Dublin Society, Dublin.

International Bakers and Confectioners Exhibition (Interbake 69)
September 6 - 11 Olympia, London.

The Northern Floor Coverings Fair
September 9 - 12The Exhibition Centre, Harrogate.

Food, Cookery and Catering Exhibition
September 9 - 20, City Hall, Manchester.

International Watch and Jewellery Trade Fair
September 15 - 19 Earls Court, London.

International Trade Fair 1969
October 16 - 25 Sydney, Australia.

'Do-it-Yourself' Exhibition
November 4 - 15, City Hall, Manchester.

1970

The International Hotel and Catering Exhibition (Hotelympia)
January, Olympia, London.

Imbex 70
International Men's & Boys' Wear Exhibition
February 23 - 27, Earls Court, London.

Carpex 70
International Carpet, Linoleum & Floor Coverings Fair
February 23 - 27 Earls Court, London.

Brighter Homes Exhibition
March 3 - 21, City Hall, Manchester.

Scotland's Food Exhibition
April 14 - 25, Kelvin Hall, Glasgow.

Northern Reprographic Exhibition
May 18-22 City Hall, Manchester.

Pakprint 70
International Packaging & Printing Exhibition
May 11 - 15 Sydney, Australia.

Pakex 70
International Packaging Exhibition
June 22 - 26 Olympia, London.

Industrial Equipment and Services Exhibition
September, City Hall, Manchester.

Irish Packaging Exhibition
September 21 - 25 Main Hall, Royal Dublin Society, Ballsbridge, Dublin.

Building Trades Exhibition
October 6 - 17 City Hall, Manchester.

1971

London International Engineering and Marine Exhibition and the International Welding Exhibition
April 21 - 29 Earls Court and Olympia, London.

Ipex 71
International Printing Machinery and Allied Trades Exhibition
July 13 - 24 Earls Court and Olympia, London.

Machine Tool Exhibition
October 14 - 23 Sydney, Australia.

Representatives of the Group may be contacted through:

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HOBART CHAMBER OF COMMERCE Hobart

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M. Georges Bouhon, 92 Avenue de Tervueren, Brussels

BRAZIL
THE BRITISH AND COMMONWEALTH CHAMBER OF COMMERCE Sao Paulo

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BRITISH-AMERICAN CHAMBER OF COMMERCE OF THE MIDWEST Chicago

VENEZUELA
ASOCIACION VENEZOLANO BRITANICA DE COMERCIO Caracas

BOLZANO: INTERNATIONAL SAMPLES FAIR – September
Apply, Fiera Campionaria Internazionale Di Bolzano, C.P. 297, Bolzano.

LIEGE: COMMERCIAL FAIR (AUTUMN) – September
Apply, Belgium House, 167 Regent Street, London, W1 (Tel. Regent 1491).

BARI: INTERNATIONAL LEVANT FAIR – September
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

GRAZ: AUTUMN FAIR – September 27-October 5
Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz.

INNSBRUCK: EXPORT AND SAMPLES FAIR – September-October
Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7.

METZ: INTERNATIONAL AUTUMN FAIR – October 1-12
* Apply, Mrs. M. C. Black, London Office of the Metz Fair, 68 Queen Street, London, E.C.4 (Tel. Central 9431).

ZARAGOZA: NATIONAL SAMPLES FAIR – October 2-16
Apply, Camara Oficial de Comercio e Industria, Jaine 1-18, Zaragoza.

COPENHAGEN: INTERNATIONAL TRADE FAIR – October 19-27
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

1969 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

BERLIN: INTERNATIONAL GREEN WEEK – January 31-February 9
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

STOCKHOLM: FORESTRY WEEK AND INTERNATIONAL FOREST EXHIBITION – February 22-26
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

LYONS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION (EXPOBOIS) – February-March
* Apply, Commissariat General, Comite Intersyndical Expobois, 150 Boulevard Bineau, Neuilly-Sur Seine.

PARIS: INTERNATIONAL AGRICULTURAL EXHIBITION – March 1-9
Apply, M. Couillens, 72 rue de Varenne 75, Paris 7e.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 4-9
* Apply, Union des Exposants de Machines et d'Outillage Agricole, 95 rue St. Lazare, Paris 9e.

TOULOUSE: INTERNATIONAL AGRICULTURAL PRODUCTION AND RURAL EQUIPMENT EXHIBITION –March 25-30
Apply, M. le President, 9 rue Ozenne, Toulouse.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ZARAGOZA: TECHNICAL AND AGRICULTURAL FAIR – April 10-18
Apply, Director-General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

HELSINKI: INTERNATIONAL AGRICULTURAL AND HOUSEHOLD EXHIBITON (TEHO) – April 18-24
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ESBJERG: INTERNATIONAL FISHERIES FAIR – April-May
* Apply, 'Ufesas' Ryvangs Ave 20, Copenhagen.

FOGGIA: AGRICULTURAL FAIR – April-May
Apply, Ente Autonomo Fiera di Foggia, Foggia Palazzo Camera di Commercio Via Dante 27, Foggia.

LIEMPDE: AGRICULTURAL MACHINERY EXHIBITION – May 7-8
Apply, Noord-Brabantse Christellijke Boerenbond, Afdeling Tuinbouwbond, Spoorlaan 350, Tilburg.

UTRECHT: INTERNATIONAL FEED MILLING MACHINERY (VICTAM) – May 13-17
Apply, 'Victam' Foundation, General Secretariat, Rozenkransstraat 30, Venlo, Netherlands.

REGGIO EMILIA: INTERNATIONAL PIG SHOW – May
Apply, Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta, Regio Emilia, Italy.

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – May-June
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June 1-14
Apply, Secretario Feria Nacional de Agricultura, Feria do Ribatejo, Santarem.

FRANKFURT: INTERNATIONAL DAIRY ENGINEERING EXHIBITION – June 23-27
Apply, Deutsche Landwirtschafts – Gesellschaft, 6 Frankfurt-am-Main, Zimmerweg 16.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June-July
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

KLAGENFURT: AUSTRIAN TIMBER FAIR – August 7-17
Apply, CES (Overseas) Ltd., 225c Balham High Road, London, SW17 (01-673 8433).

TRONDHEIM: OFFICIAL FISHERIES FAIR – August 14-24
Apply, Norges Varemesse, Drammensveien 154 Skoyen, Oslo 2.

REID/INNKREIS: INTERNATIONAL AGRICULTURAL EXHIBITION – August 30-September 7
Apply, Osterreichische Landwirtschaftsmesse Reid IM Innkreis.

NANCY: LORRAINE AGRICULTURAL EXHIBITION – September 20-22
Apply, M. Deiber, Parc des Expositions, Nancy.

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW (OLMA) – October 12-22
Apply, Swiss Embassy, 18 Montague Place, Bryanston Square, London, W.1 (Tel. 01-723 0701).

MALMO: SIDELINES OF AGRICULTURE AUTUMN EXHIBITION – October 24-26
Apply, Malmohus Lans Hushallningssallskap, Carlsgatan 10, S-211 20 Malmo.

COPENHAGEN: INTERNATIONAL AGRICULTURAL MACHINERY FAIR (AGRIMA) – December 1-5
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

Aircraft and Aeronautical Equipment

PARIS: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – May 29-June 8
† Apply, M. Maillet, 4-6 rue Galilee, Paris 16e.

TOULOUSE: AERONAUTICAL AND SPACE EXHIBITION – June 21-29
Apply, M. Nadal, 6 rue Deville, Toulouse, Haute-Garonne.

TOUSSOS-LE-NOBLE: INTERNATIONAL LIGHT AVIATION SHOW – September 11-15
Apply, M. Reuter, 18 boulevard Maillot, Neuilly-sur-Seine, Hauts-de-Seine 92.

Books and Periodicals

BRUSSELS: INTERNATIONAL BOOK FAIR – March 21-30
Apply, Foire Internationale du Livre, c/o Syndicate des Editeurs Belges, 32 Avenue Louise, Brussels 5.

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April-May
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

FRANKFURT: INTERNATIONAL BOOK FAIR – September 19-24
* Apply, Ausstellungs und Messe GmbH des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building and Public Works

ESSEN: GERMAN BUILDING EXHIBITION (DEUBAU) – February 1-9
Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

BRUSSELS: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March 1-9
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March 1-9
† Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

UTRECHT: INTERNATIONAL BUILDING EXHIBITION – April 10-19
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL SURFACE TREATMENT AND INDUSTRIAL FINISHING EXHIBITION – May 6-14
Apply, M. Ollive, 20 rue Carpeaux, Puteaux, Hauts-de-Seine, 92.

AMSTERDAM: INTERNATIONAL CONGRESS OF THE PRE-CAST CONCRETE INDUSTRY – May 17-23
Apply, Organisatie Bureau Amsterdam N.V., Postbus 7205, Amsterdam.

BASLE: INTERNATIONAL WATER, SEWAGE AND AIR PURIFICATION EXHIBITION (PRO AQUA) – May 29-June 4
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

OSLO: ROAD '69 EXHIBITION – June 7-15
Apply, The Scandinavian Association of Road Technology, Exhibition Office, Rosenkrantzgt 22 Oslo 1.

VIENNA: INTERNATIONAL WATER SUPPLY CONGRESS AND EXHIBITION – September 1-5
Apply, International Water Supply Association, 34 Park Street, London, W1 (Tel. 01-499 1092/3).

MUNICH: INTERNATIONAL EXHIBITION OF SEWAGE ENGINEERING (IFAT) – September 6-13
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

MADRID: INTERNATIONAL BUILDING AND PUBLIC WORKS EXHIBITON – October 16-31
Apply, EXINCO, Calle de Alcata 42, Madrid 14.

BOLOGNA: INTERNATIONAL BUILDING INDUSTRIALISATION EXHIBITION – October
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

BASLE: INTERNATIONAL SURFACE TREATMENT EXHIBITION – November 19-25
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 20-30
† Apply, M. le Prince, 1 avenue Niel, Paris 17e.

Chemicals and Allied Industries including Plastics

BRUSSELS: EUROPEAN PLASTICS EXHIBITION (EUROPLASTICA) – March 22-30
Apply, Europlastica, Palais du Centenaire, Brussels (Tel. 02/78 48 60).

COPENHAGEN: INTERNATIONAL PLASTICS FAIR (NORD PLAST) – March 25-31
Apply, Udstillingsselskabet Ufesas Ryvangs Allé 20, 2100 Copenhagen Ø.

OYONNAX: INTERNATIONAL EXHIBITION OF PLASTICS AND OPTICAL MATERIALS – May 7-13
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.

NICE: INTERNATIONAL AEROSOL EXHIBITION (FEA) – June 24-28
* Apply, Comité Francais des Aérosols, 32 rue de Paradis, Paris 10e.

BERLIN: 71ST GERMAN SOAP FAIR – September 6-9
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

GOTHENBURG: INTERNATIONAL ANTI-CORROSION AND PROTECTIVE COATING EXHIBITION (SCANCORR) – October 9-15
Apply, Scandinexpo AB, Stampgat 38, Gothengurg C.

FRANKFURT: INTERNATIONAL PAINT AND VARNISH EXHIBITION – October 16-19
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

GOTHENBURG: INTER NORDIC PLASTICS EXHIBITION – November 20-26
Apply, Scandinexpo AB, Stampgat 38, Gothenburg C.

Clothing

COPENHAGEN: INTERNATIONAL FAIR FOR KNITWEAR AND UNDERWEAR – February 2-5
* Apply, Udstillinghallen Forum A/S, Jul Thomens Plads, 1925 Copenhagen V.

PARIS: CORSETRY AND LINGERIE EXHIBITION – February 7-10
Apply, M. Simon, 11 Rue Anatole de la Forge, 75 Paris 17e (Tel. 380 73 41).

PARIS: KNITTING ARTS EXHIBITION – February 7-10
Apply, President, 11 Rue Anatole de la Forge, 75 Paris 17e (Tel. 380 73 41).

PARIS: EUROPEAN MEN'S WEAR EXHIBITION – February 8-11
Apply, Promas, 8 rue du Richelieu, Paris 1er.

TURIN: INTERNATIONAL CLOTHING EXHIBITION MARKET – February
Apply, Mrs. R. Stewart, 12 Montagu Mansions, York Street, London W1 (Tel. Hunter 4100).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 16-19
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

AMSTERDAM: 'INTERCONTEX' LADIES' FASHION WEAR – March 23-26
Apply, R. A. I. Gebouw NV, 8 Europaplein, Amsterdam.

COPENHAGEN: INTERNATIONAL FASHION FAIR – March 23-26
Apply, Udstillingshallen Forum A/S, Jul Thomens Plads, 1925 Copenhagen U.

MUNICH: FASHION WEEK – March 23-27
* Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

BERLIN: FASHION WEEK – April 9-18 (including 'INTERCHIC' – April 9-13).
* Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – April 11-13
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

PARIS: INTERNATIONAL EXHIBITION OF CLOTHING AND HOSIERY INDUSTRIES EQUIPMENT – April 12-17
Apply, M. Ollive, 20 rue Carpeaux, Puteaux, Hauts-de-Seine, 92.

GOTHENBURG: CLOTHING MACHINERY AND ACCESSORIES EXHIBITION (TRI-KO-SOM III) – April 12-25
Apply, Mr. Boos, Boras Masan AB, Gothenburg.

VIENNA: LADIES' FASHION SHOW – April 13-16
* Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 20-24
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 22-24
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

AMSTERDAM: 'HERENMODEBEURS' GENTS' FASHION WEAR – September 8-10
Apply, RAI, Gebouw NV, 8 Europaplein, Amsterdam.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 14-17
Apply, John Buch (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS, UNDERWEAR AND SWIMWEAR – September 18-21
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

COPENHAGEN: INTERNATIONAL FASHION FAIR – September 21-24
Apply, Udstillingshallen Forum A/S, Jul Thomens Plads, 1925 Copenhagen V.

TURIN: INTERNATIONAL CLOTHING EXHIBITION MARKET – September
Apply, Mrs. R. Stewart, 12 Montagu Mansions, York Street, London, W1 (Tel. Hunter 4100).
Thomens Plads, 1925 Copenhagen U.

MUNICH: FASHION WEEK – October 5-9
* Apply, Mode Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

AMSTERDAM: 'INTERCONTEX' LADIES' FASHION WEAR – October 12-15
Apply, RAI, Gebouw NV, 8 Europaplein, Amsterdam.

BERLIN: FASHION WEEK – October 13-24 (including 'INTERCHIC' – October 13-17)
* Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October 24-26
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 26-30
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

NICE: COTE D'AZUR FASHION FESTIVAL – October 25-November 1
Apply, M. Viterbo 2 boulevard Victor-Hugo, Nice.

PARIS: CHILDREN'S FASHION SHOW – November 8-11
Apply, M. Mangeret, 11 rue Anatole de la Forge, Paris 17e.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 8-13
Apply, M. Weinberg, 69 rue de Richelieu, Paris 2e.

VIENNA: LADIES FASHION SHOW – November
* Apply, Fachverband de Bekleidungsindustrie Osterreichs, Schwarzenberplatz 4, 1030 Vienna 3.

Display and Shop Equipment

UTRECHT: INTERNATIONAL TRADE FAIR FOR SHOP FITTINGS AND DISPLAY – March 2-7
Apply, Kon. Neder. Jaarbeurs, and Stichting Rationale distributie Kastenjelaan 53, Arnheim.

Engineering, Electrical and Electronics, including Radio and Television

PARIS: INTERNATIONAL LIGHTING EXHIBITION – January 15-20
Apply, Commissariat General Salon du Luminaire, 22 Avenue Franklin-D.-Roosevelt, Paris 8 eme.

GOTHENBURG: SCANDINAVIAN LIGHTING FAIR – January 22-26
* Apply, Skandinavisk Belysningsmassa, Box 52, Markaryd, Sweden.

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – March 4-8
* Apply, Sekretariat INEL '69, 4000 Basle 21.

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March 6-11
Apply, Commissaire General, 16 rue de Presles, Paris 15e.

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – March 28-April 2
* Apply, SDSA, 16, rue de Presles, Paris 15e.

CANNES: INTERNATIONAL TELEVISION PROGRAMME MARKET – April 12-18
Apply, M. Chevry, 5 rue Bellini, Puteaux, Hauts-de-Seine.

COPENHAGEN: RADIO AND TELEVISION EXHIBITION – August 22-31
Apply, Elektronikfabrikantforeningen i Denmark, Neils Hemmingsensgade 9, Copenhagen K.

STUTTGART: GERMAN RADIO AND TELEVISION EXHIBITION – August 29-September 7
* Apply, CES (Overseas) Ltd., 1-3 Astoria Parade, London, SW16 (Tel. 01-769 0950).

PARIS: RADIO AND TELEVISION EXHIBITION – August 30-September 8
Apply, Commissaire General, 16 rue de Presles, Paris 15e (Tel. 273-24-70).

BRUSSELS: INDUSTRIAL ELECTRICITY FAIR – September 3-7
Apply, 14 rue Duquesnoy, Brussels, 1.

AMSTERDAM: RADIO AND TV AND ELECTRONIC EXHIBITION 'FIRATO' – September 19-28
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

COPENHAGEN: INTERNATIONAL ELECTRONICS, AUTOMATION & INSTRUMENTS EXHIBITION – September-October
* Apply, Sekretariat, Julius Thomsens Plads 1, Copenhagen V.

GOTHENBURG: ELECTROTECHNICAL EXHIBITION (ELFACK '69) – October 28-November 2
Apply, Svenska Massen, Gothengurg S.

GENOA: INTERNATIONAL FAIR FOR MARITIME COMMUNICATIONS & TELECOMMUNICATIONS – October
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

Engineering, other

ZURICH: TRADE FAIR FOR HIGH PRECISION TECHNIQUES DIMENSIONAL MEASUREMENT CONTROL – January 30-February 4
Apply, AGIFA, Postfach 275, 8033 Zurich.

VERONA: INTERNATIONAL EARTH MOVING & CONSTRUCTION EQUIPMENT EXHIBITION (SA.MO. TER.) – February
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL MATERIALS HANDLING EXHIBITION – May 6-14.
† Apply, M. Ollive, 20 rue Carpeaux, 92 Puteaux (Seine).

MOSCOW: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 14-28
Apply, Mr. R. I. Morgan (Tel. 01-222 7877, Ext. 2785).

PARIS: EUROPEAN MACHINE TOOL EXHIBITION – June 23-July 2
Apply, Commisariat Général, 150 Boulevard Bineau, 92 Neuilly.

ESSEN: WELDING AND CUTTING FAIR – September 20-28
Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION (AUTUMNO TORINESE) – September-October
Apply, Salone Internazionale Della Technica, Corso Massimo D'Azeglio 15, Turin.

STOCKHOLM: TECHNICAL FAIR – October 1-7
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, S.W.15 (Tel. 01-874 2325/6/7).

PARIS: INTERNATIONAL HYDRAULICS & COMPRESSED AIR EXHIBITION – October 20-25
Apply, Salon International Des Techniques Et Pneumatiques, 20 rue Carpeaux, Puteaux (Seine).

MILAN: EXHIBITION OF HYDRAULIC, PNEUMATIC & LUBRICATING APPARATUS (FLUID '69) – October 21-26
Apply, Dr. A. Chiappe, Via Luciano Manara 15, Milan.

PADUA: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October
Apply, Fiora di Padova, Tramag, Via N. Tommases, Padua.

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR (ITEM '69) – October 31-November 9
* Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

ROTTERDAM: OFFSHORE DRILLING AND PRODUCTION EXHIBITION (ODPEX) – November 24-28
Apply, Scientific Surveys Ltd., 11 Gloucester Road, London, SW7 (Tel. 584 2945).

Fancy Goods, Jewellery and Giftware

MILAN: INTERNATIONAL FANCY GOODS, STATIONERY AND GIFTWARE EXHIBITION (CHIBI-CAR) – February 2-9
Apply, E. A. Fiera Milano, Campionaria Internazionale, 20145, Milano, Largo Domodossola 1.

PARIS: BUSINESS GIFT FAIR – March 26-April 2
Apply, M. de Vaubernier, Salon le Cadeau et l'Entreprise, 12 boulevard de la Madeleine, Paris 8e.

PARIS: FRENCH FANCY JEWELLERY EXHIBITION – September 8-15
Apply, M. Jullien, 10 rue Charlot, 75 Paris 3e.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

AMSTERDAM: INTERNATIONAL HOTEL, CAFE AND RESTAURANT EXHIBITION (HORECAVA) – January
* Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

BRUSSELS: INTERNATIONAL CHOCOLATE CONFECTIONERY AND BISCUIT EXHIBITION – February
Apply, Salon International Biscochoc, 41 Rue F. J. Navez, Brussels 3.

UTRECHT: INTERNATIONAL TRADE FAIR FOR SHOP FITTINGS AND DISPLAY (MACROSHOP) – March 2-7
Apply, Kon. Neder, Jaarbeurs, and Stichting Rationele distributie Kastenjelaan 53, Arnhem.

GOTHENBURG: HOTEL AND RESTAURANT EXHIBITION (INTERREST 69-KIOSK 69) – March 4-8
Apply, INTERREST 69-KIOSK 69, Box 4034, Malmo 4, Sweden.

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – March 22-30
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

DIJON: INTERNATIONAL WINES AND FOOD EXHIBITION – April 18-24
Apply, M. Bourcier, Palais des Exposition, boulevard de Champagne, Dijon, Cote-d'Or 21.

PARIS: INTERNATIONAL EXHIBITION OF CONFECTIONERY, CHOCOLATE AND BISCUITS (INTERSUC) – April 19-23
* Apply, INTERSUC, 48 avenue de Villiers, Paris 17e.

STUTTGART: INTERNATIONAL HOTEL AND RESTAURANT TRADE EXHIBITION (INTERGASTRA) – April 20-27
Apply, CES (Overseas) Ltd., 1-3 Astoria Parade, Streatham High Road, London, SW16 (Tel. 01-769 0950).

PARMA: INTERNATIONAL SUPERMARKETS EXHIBITION – April-May
Apply, Foire Internationale des Supermarkets, Parce Ducale, 43100 Parma.

DUBLIN: IRISH INTERNATIONAL FOOD AND DRINK FAIR – August 30-September 7
Apply, Industrial and Trade Fairs (Ireland) Ltd., 39 Upper Fitzwilliam Street, Dublin 2.

BRUSSELS: FOOD INDUSTRY TRADE FAIR – September 3-8
Apply, Sogestor, 14 Rue Duquesnoy, Brussels 1.

PARMA: INTERNATIONAL EXHIBITION PRESERVED FOODS AND PACKING – September-October
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

MALMO: INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA IV) – October 1-4
Apply, RESTA, Stadiongaten 25, Box 19015, Malmo 19.

COLOGNE: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – October 4-10
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October 9-20
* Apply, M. Willard, 13 rue de Liege, Paris 9e.

DIJON: INTERNATIONAL GASTRONOMY EXHIBITION – October-November
Apply, M. Bourcier, Palais des Expositions, boulevard de Champagne, Dijon, Cote-d'Or 21.

HELSINKI: FOOD FAIR – November 12-16
Apply, Finnish Fair Corporation, Helsinki 25 (Tel. Helsinki 440011).

BASLE: INTERNATIONAL EXHIBITION AND CONGRESS OF HOTEL AND CATERING (IGEHO) – November 13-19
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

COPENHAGEN: FAIR FOR THE HOTEL AND RESTAURANT BUSINESS – November 14-23
* Apply, Udstillinghallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

GENOA: HOTEL AND TOURIST EQUIPMENT EXHIBITION (TECNHOTEL) – November
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

Footwear

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March 1-5
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

VIENNA: INTERNATIONAL AUSTRIAN SHOE EXHIBITION – March 23-24
Apply, Hans Binder, Vienna X, Columbusgasse 65.

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April 12-14
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

MOSCOW: FOOTWEAR, SHOEMAKING MACHINERY AND LEATHER PROCESSING (OBUV '69) – September 10-24
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions in the USSR, 6 Kuibyshev Street, Moscow K 3 USSR.

ALICANTE: ELDA INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES FAIR – September 16-22
Apply, Feria International del Calzado y Industrias a Fines, Eldo Alicante.

VIENNA: INTERNATIONAL AUSTRIAN SHOE EXHIBITION – September 21-22
Apply, Hans Binder, Vienna X, Columbusgasse 65.

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September 27-29
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

FLORENCE: SHOE AND LEATHER FAIR – September
Apply, Secretary General Mostra Campionaria Calzature, Pelletterie Cuoio, Via Valfonda 9, Florence.

Furniture, Furnishings, Household Equipment and Hardware

PARIS: CARPET AND FLOOR COVERINGS EXHIBITION – January 15-20
* Apply, SALON DU TAPIS, 22 avenue Franklin-D-Roosevelt, Paris 8e.

PARIS: INTERNATIONAL FURNITURE EXHIBITION – January 16-20
† Apply, Commissariat General, 22 avenue Franklin-D-Roosevelt, Paris 8e.

STOCKHOLM: SWEDISH FURNITURE FAIR – February 6-9
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 20-23
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March 4-16
* Apply, Salon International des Arts Menagers, 15 avenue de la Division-Leclerc, 92 Puteaux.

TURIN: DOMESTIC ART EXHIBITION – March 14-17
Apply, Segretaria Generale, Corso Massimo d'Azeglio 15, Turin.

LYONS: INTERNATIONAL HARDWARE FAIR – March 29-31
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

AMSTERDAM: 24TH INTERNATIONAL HOUSEHOLD FAIR – April 10-20
Apply, Geirt v.d., Veenstraat 94, Amsterdam.

PARIS: EUROPEAN EXHIBITION OF HOME HYGIENE – April 19-28
Apply, M. Desmarest, 164 rue Faubourg St.-Honore, Paris 8e.

COLOGNE: INTERNATIONAL FAIR OF ACCESSORIES AND MATERIALS USED FOR WOODWORKING, FURNITURE UPHOLSTERY, MATTRESSES, HOUSE, SHIP, VEHICLE, AND LIGHT CONSTRUCTIONAL BUILDING (INTERZUM) – June 11-15
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

NAPLES: HOMES, FURNISHINGS AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June-July
* Apply, Ente Autonomo Mostra d'Oltremare, Piazza Vincenzo Tecchio 51, Naples.

GOTHENBURG: INTERNATIONAL EXHIBITION OF HOUSEHOLD GOODS – September 6-14
Apply, Utstallningen Dagens Hushall, Gothenburg Kopmannaforbund, Box 3067, Gothenburg 3.

UTRECHT: EUROFINISH/VOM '69 TRADE FAIR – September 9-13
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 12-14
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

MILAN: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September
* Apply, Segretaria Generale della MACEF, Via Solferino 25, Milan.

MILAN: NATIONAL DOMESTIC APPLIANCES EXHIBITION – September
Apply, ANIE Segretaria Mostre, Via L. Manara 1, Milan.

BRUSSELS: INTERNATIONAL HARDWARE EXHIBITION – October
* Apply, Salon International de la Quincaillerie, 14 rue Duquesnoy, Brussels 1.

LYONS: INTERNATIONAL FURNITURE AND FURNISHINGS ACCESSORIES EXHIBITION (MEUROPAM & PROMEUROPAM) – October 4-7
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

TOULOUSE: DOMESTIC ARTS EXHIBITION – October 4-19
Apply, M. Sicre, 4 rue Jouxt-Aigues, Toulouse.

OSLO: TODAYS HOUSEKEEPING, (DAGEN HUSHOLDING) – October
Apply, The Association Grocery Retailers, Oslo 1, Akersgt 32.

LILLE: WOMEN'S AND CHILDREN'S HOME COMFORT FAIR – October 31-November 11
Apply, M. Bouchery, Palais de la Foire, Lille, Nord 59.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October 29-November 11
Apply, M. Mangeret, 11 rue Anatole de la Forge, Paris 17e.

BORDEAUX: EXHIBITION OF DOMESTIC COMFORT – October 31-November 11
Apply, M. Ratabou, 12 Place de la Bourse, Bordeaux.

UTRECHT: INTERNATIONAL FURNITURE EXHIBITION – November 3-8
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

GENEVA: IDEAL HOME EXHIBITION – October 20-November 9
Apply, Secretariat, Salon des Arts Menagers, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

Handicrafts

HERNING: HOBBY AND VACATION SHOW – April 2-7
* Apply, A/S Herning Hallen, Herning, Denmark.

MUNICH: INTERNATIONAL FAIR OF HANDICRAFTS AND SMALL ENTERPRISES – April 11-20
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

FLORENCE: INTERNATIONAL HANDICRAFT FAIR – April-May
Apply, Mostra Mercalo Nazionale dell Artigianato, Piazzo Della Liberta 1, Florence.

LYONS: DO-IT-YOURSELF EXHIBITION – May 10-19
Apply, M. le President, Palais des Congres, Quai A.-Lignon, Lyon.

TOULOUSE: DO-IT-YOURSELF EXHIBITION – May 31-June 8
Apply, M. Devos, Parc des Expositions, Toulouse.

HAMBURG: YOU AND YOUR WORLD – SHOW OF MODERN LIVING WITH DO-IT-YOURSELF AND HOBBY SHOWS – August
† Apply, Platen un Blomen, 2 Hamburg 36, Am Dammtor.

HERNING: CRAFTS AND INDUSTRIES FAIR "HI-69" – September 6-14
* Apply, A/S Herning Hallen, Herning, Denmark.

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS – September 10-15
Apply, M. Guillot, 45 rue des Petites Ecuries, Paris 10e.

MALMO: DO-IT-YOURSELF EXHIBITION OF SPORT, HOBBY AND VACATION ARTICLES – October 31-November 4
Apply, SYDEXPO AB, Vastanvag 7, S-216 13 Malmo.

PARIS: DO-IT-YOURSELF EXHIBITION – November 6-17
* Apply, Salon du Bricolage, 42 rue du Louvre, Paris 1er.

BRUSSELS: DO-IT-YOURSELF AND LEISURE HOBBIES EXHIBITION – November
Apply, SOGESTOR, 14 Rue Duquesnoy, Brussels 1 (Tel. 12 21 87).

Heating and Ventilating

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 5-9
* Apply, CES (Overseas) Ltd., 1-3 Astoria Parade, London, SW16 (Tel. 01-769 0950).

GOTHENBURG: INTERNATIONAL HEATING, VENTILATING AND SANITARY INSTALLATION FAIR (VVS'69) – March 20-27
Apply, The Swedish Association of Heating and Ventilation Engineers, Hantverkargatan 8, Stockholm K.

FRANKFURT: INTERNATIONAL EXHIBITION FOR HEATING AND PLUMBING EQUIPMENT – March 26-30
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

MILAN: HEATING, AIR CONDITIONING, REFRIGERATON AND HYDROSANITARY EXHIBITION AND CONGRESS – March
Apply, Mostra-Convegno-Riscaldamento-Condizionamen Refrigerazione-1, Drosanitaria Via Cesare Battisti 1, Milan.

Horticulture and Horticultural Equipment

BRUSSELS: INTERNATIONAL GARDEN SHOW (SALON DU JARDIN ET DU LOGEMENT) – February 22-March 2
Apply, The Garden Information Centre, 14 Rue Duquesnoy, Brussels 1 (Tel. 12 21 87/13 11 93).

PARIS: INTERNATIONAL FLOWER EXHIBITION – April 23-October 5
Apply, Commissariat General des Floralies Internationales, 9 rue de la Perle, Paris 3e.

DORTMUND: EUROPEAN HORTICULTURAL SHOW (EUROFLOR) – April 25-October 12
Apply, Westfalenhalle GmbH, 4600 Dortmund, Rheinlanddamm 200.

Hospital, Medical, Surgical and Dental Equipment

ZAGREB: V INTERNATIONAL EXHIBITION – MEDICINE AND MEDICAL – April 19-27
Apply, Exhibitions Consultants Ltd., Manchester Square, London, W1 (Tel. Hunter 1951)

MUNICH: INTERNATIONAL EXHIBITION AND CONGRESS ON DIAGNOSTICS (DIAGNOSTICA) – May 11-18
Apply, Exhibition Consultants Ltd, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – May 27-June 1
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

COPENHAGEN: INTERNATIONAL HOSPITAL EXHIBITION – May
* Apply, International Hospitals Messe, Fyens, Forum, Odense, Copenhagen.

MILAN: SCIENTIFIC AND TECHNOLOGICAL HOSPITAL INSTRUMENT FAIR – June
Apply, Miss F. King (Ext. 2782).

ZURICH: INTERNATIONAL TRADE FAIR FOR HOSPITAL AND MEDICAL EQUIPMENT – September 3-7
Apply, Arbeitsgemeinscaft fur Fachmessen, Sekretariat Hofackerstrasse 36, 8032 Zurich.

BRUSSELS: INTERNATIONAL EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – September
† Apply, Reg. Lawson & Co. Ltd., Green Dragon House, High Street, Croydon, Surrey (Tel. Municipal 5741-2).

UTRECHT: MEDICA '69 MEDICAL EXHIBITION – October 7-16
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1.

UTRECHT: HET INSTRUMENT EXHIBITION – October 7-16
Apply, Vereniging "Het Instrument", Dr. P. Felix, Sparrenlaan 2, Soest.

HELSINKI: PHYSICIANS DAYS EXHIBITION – November 10-17
Apply, Dr. E. Klinge, Finnish Doctors Association, Helsinki.

VIENNA: INTERNATIONAL TRADE EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – November
Apply, Sekretariat, Arbeitsgemeinschaft für Fachausstellungen, Loquaiplatz 13, Vienna 6.

VIENNA: INTERNATIONAL TRADE EXHIBITION FOR HOSPITAL, MEDICAL AND LABORATORY EQUIPMENT – November
† Apply, Werbung Scherbetz, Kinderspitalgasse 4, 1090 Vienna.

VIENNA: VAN SWIETEN MEDICAL CONGRESS AND EXHIBITION – November
Apply, M. Rodler, Medizinische Ausstellungs-and Werbe-Gesellschaft.

Laundry and Allied Services

PARIS: INTERNATIONAL LAUNDRY, DYEING AND DRY-CLEANING EXHIBITION – November
† Apply, Comite Interfederal de Liaison Blanchisserie Teint, 127 ru de Picpus, Paris 12e.

Leather, Leather Goods and Fur

PARIS: FANCY LEATHER GOODS AND TRAVEL ARTICLES FAIR – January 12-17
Apply, M. Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 ru Beranger, Paris, 3e.

MILAN: INTERNATIONAL LEATHER EXHIBITION – January
Apply, Mercato Italiano Della Pelleteria, Mipel, Via Leopardi 14, Milan.

BRUSSELS: INTERNATIONAL LEATHER GOODS EXHIBITION – January
Apply, Salon de la Maroquinerie, 52 Rue du Progres, Brussels, 1.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – February 22-27
* Apply, Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April 12-17
* Apply, M. Lebel, 36 avenue de l'Opera, Paris, 1e.

FRANKFURT: INTERNATIONAL FUR FAIR – April 23-27
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-main, Bettinaplatz 1.

MILAN: INTERNATIONAL LEATHER EXHIBITION – June
Apply, Mercato Italiano Della Pelleteria, Mipel, Via Leopardi 14, Milan.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August-September
* Apply, Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September
* Apply, Conseil National du Cuir, 2 rue Edouard VII, Paris 9e.

BRUSSELS: INTERNATIONAL LEATHER AND SHOE SHOW – September
Apply, Secretariat de L'Institut National du Commerce, Lange Krins Strat 7, Ghent.

Motor Vehicles, Motor Cycles and Cycles

BRUSSELS: INTERNATIONAL MOTOR SHOW – January 15-26
* Apply, Salon de l'Automobile, 22 rue du Luxembourg, Brussels 4.

AMSTERDAM: INTERNATIONAL CARAVAN EXHIBITION '69 – January 24-February 2
Apply, RAI Building Ltd., 8 Europaplein, Amsterdam.

AMSTERDAM: INTERNATIONAL MOTOR SHOW – February
† Apply, Netherlands Cycle and Automobile Industry Association, 8 Europaplein, Amsterdam Z1.

ZURICH: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – February
Apply, Zuspa, Internationale Fachmessen, und Spezial-Ausstellungen, Thurgauerstrasse 7, 8050 Zurich.

GENEVA: INTERNATIONAL MOTOR, MOTOR CYCLE AND CYCLE SHOW – March 13-23
Apply, Secretariat permanent, Case postale 1211, 1200 Geneva.

MALMO: "MOTOR 69" – March 22-30
Apply, SYDEXPO AB, Vastanvag 7, S-216 13 Malmo.

STOCKHOLM: INTERNATONAL SPORTS CAR SHOW AND CARAVANS – March-April
Apply, Mr. Picko Troberg, Ostormans Marmarhallar, Birger darlsgatan 18.

TURIN: COMMERCIAL VEHICLE EXHIBITION – April 12-20
Apply, Comitato Organizzatore, Salone, Internazional dell Automobile Corso Galileo Ferraris 61, Turin.

BELGRADE: INTERNATIONAL FAIR OF ENGINEERING AND MOTOR VEHICLES – April 19-27
Apply, ARPENT Corringales, Hatfield Heath, Bishops Stortford, Herts (Tel. Hatfield Heath 315).

MADRID: 3RD EXHIBITION OF AUTOMOBILES AND ALLIED MACHINERY (FAMO) – April 19-May 11
Apply, Avenue de Portugal, s/n, Madrid.

HELSINKI: INTERNATIONAL MOTOR SHOW – May 9-18
Apply, Finnish Fair Corporation, Helsinki 25.

PRAGUE: INTERNATIONAL AUTOMOBILE REPAIR SERVICE EXHIBITION (AUTOPRESS '69) – June 12-21
Apply, Rapid Advertising Agency, Prague 1, Ulice 28, Rijna 13, Cable Adress: PUBLICITA; Telex: PRAGUE 00142.

FRANKFURT: INTERNATIONAL MOTOR EXHIBITON – September 11-21
† Apply, Verband der Automobilindustrie e.V., 6 Frankfurt-am-Main Westendstrasse 61.

PARIS: INTERNATIONAL MOTOR, CYCLE AND MOTORCYCLE EXHIBITION – October 2-12
* Apply, M. le President, 3 avenue du President Wilson, Paris 16e.

MILAN: INTERNATIONALE CYCLE AND MOTOR CYCLE EXHIBITION – October
Apply, Nat. Association of Cycle, Motor Cycle and Accessories Mfcs, Via Mauro Macchi 32, Milan.

TURIN: INTERNATIONAL MOTOR SHOW – November
* Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Music and Musical Instruments

CANNES: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January 18-24
* Apply, Mitch Murray Organization, 13 Sunnyfield, Mill Hill, London, NW9 (Tel. 01-959 1411).

Office Machinery and Equipment

HELSINKI: EXHIBITION OF WORK EFFICIENCY – April 18-27
Apply, The Finnish Fair Corporation, Helsinki 25.

COPENHAGEN: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – September 11-17
Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITON (SMAU) – September-October
* Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September 23-October 4
* Apply, Salon de l'Equipment de Bureau, 6 place de Valois, Paris 1er.

STOCKHOLM: INTERNATIONAL OFFICE EQUIPMENT EXHIBITION – October 17-24
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

Packaging Machinery and Materials including Containers

DÜSSELDORF: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May 10-16
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

DUBLIN: IRISH PACKAGING EXHIBITION – September 30-October 4
Apply, Provincial Exhibitions, City Hall, Deansgate, Manchester (Tel. 061-DEA 6363.

MILAN: INTERNATIONAL PACKAGING EXHIBITION (IPACK-IMA) – October
* Apply, IPACK-IMA, 62 Via Carlo Ravissa, Milan.

Photographic Equipment

PARIS: INTERNATIONAL PHOTO, CINEMA AND OPTIC EXHIBITION – November 7-11
Apply, M. Siffre, 5 bis, rue Jacquemont, Paris 17e.

Pottery and Glassware

VALENCIA: INTERNATIONAL CERAMICS AND GLASS FAIR – March 22-30
* Apply, Feria de la Ceramica y Vidrio, Llano del Real, Apartado 476, Valencia.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – September 10-15
* Apply, Commissaire General, 32 rue de Paradis, Paris 10e.

Printing, Stationery and Printing Machinery

MOSCOW: PRINTING MACHINERY (INCLUDING DUPLICATING AND PHOTOCOPYING EQUIPMENT) (INPOLIGRAFMASH '69)
Apply, The USSR Chamber of Commerce, Dept. of International and Foreign Exhibitions in the USSR, 6 Kuibyshev Street, Moscow, K3.

MILAN: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING (GEC) – October 4-12
Apply, GEC Secretariat, Lungo Po Antonelli 49, Milan.

Scientific Instruments and Nuclear Equipment

LAUSANNE: INTERNATONAL EXHIBITION AND CONGRESS OF PHOTOGRAMMETRY – July
Apply, Dr. K. Bachmann, Ecole Polytechnique de L'Universite, Institute de Photogrammetrie, Avenue de Cour 33, 1000 Lausanne.

BASLE: INTERNATIONAL NUCLEAR INDUSTRIES FAIR (NUCLEX 69) – October 6-11
Apply, Sekretariat, NUCLEX 69, 4000 Basle 21.

Ships and Boats

PARIS: INTERNATIONAL PLEASURE BOAT EXHIBITION – January 10-20
* Apply, M. Dayne, SPODEX, 15 Rue de la Paix, Paris, 1e.

HAMBURG: INTERNATIONAL BOAT SHOW – January 23-29
* Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

MALMO: 4TH INTERNATIONAL BOAT SHOW – January 25-February 2
Apply, AB Malmo Batutstalling (Postal Address: c/o Kungsmassan, PO Box KUNGSBACKA).

GOTHENBURG: INTERNATIONAL BOAT EXHIBITION – February 13-23
Apply, Scandinexpo AB, Stampgaten 38, Gothenburg, C.

GENOA: INTERNATIONAL BOAT, CAMPING AND CARAVAN EXHIBITION – February
Apply, UCINA, Piazza Diaz 2, Milan.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 8-16
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

HELSINKI: BOAT AND CAMPING SHOW – March 14-23
* Apply, The Finnish Fair Corporation, Helsinki 25.

STOCKHOLM: INTERNATIONAL BOAT SHOW (ALLT FOR SJON) – March 19-30
* Apply, St. Eriks Massan, Storangsvagen 18, Stockholm NO.

ATHENS: INTERNATIONAL SHIPPING EXHIBITION (POSIDONIA '69) – June 2-8
Apply, Maritime Presentations Ltd., 71 Fleet Street, London, EC4 (Tel. 01-353 3792).

GOTHENBURG: 2ND INTERNATIONAL EXHIBITION FOR SEA TRANSPORT AND MARINE EQUIPMENT – June 5-10
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

EL FERROL: EXHIBITION OF SHIPBUILDING AND ALLIED INDUSTRIES – July 15-30
Apply, Consorcio Pro-Ferias y Exposiciones de El Ferrol del Caudillo, Frutos Sarvedra, 158 Apartado 10.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – September 28-October 6
* Apply, Internationale Bodensee-Messe GmbH, 7990 Friedrichshafen.

Sports Goods and Camping Equipment, including Caravans

MALMO: SWEDISH CARAVAN EXHIBITION – January 11-19
Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. Chancery 9011).

VIENNA: AUSTRIAN SPORTS EQUIPMENT EXHIBITION – February 23-25
Apply, Verband der Sportartikelerzeuger und Sportausrüster Oesterreichs VSSO, Eschenbachgasse 11, Vienna, 1 (Tel. 0222/57 36 33).

COPENHAGEN: INTERNATIONAL EXHIBITION FOR CAMPING EQUIPMENT – February 28-March 2
* Erhvervenes Udstillingsselskab Bella Centret A/S Hvidkildevej 64, 2400 Copenhagen.

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – March 1-5
* Apply, Commissariat General, Foire de Grenoble, 1 Place Jacqueline-Marrat, 38, Grenoble.

PARIS: CARAVAN EXHIBITION – March 1-9
Apply, M. Dufrancatel, 35 rue des Renaudes, Paris 17e.

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION – (HISWA) – March 7-16
Apply, RAI Gebouw, 8 Europaplein, Amsterdam 2.

CAEN: OPEN AIR EXHIBITION – March 13-17
Apply, M. le President, Parc des Expositions, Caen, Calvados 14.

NANCY: CAMPING AND JOYS OF LIFE EXHIBITION – March 15-23
Apply, M. Deiber, Parc des Expositions, Nancy.

VICHY: CARAVANNING, CAMPING, BOATING AND OPEN AIR EXHIBITION – April 4-13
Apply, M. Seror, Passage Clemenceau, Vichy, Allier 03.

MALMO: 'VACATION 69' – April 19-27
Apply, SYDEXPO AB, Vastanvag 7, S-216 13 Malmo.

PARIS: OPEN AIR EXHIBITION – April 19-May 4
Apply, M. Prost, Federation des Industries Francais d'Articles de Sports, 60 rue de la Victoire, Paris 9e.

PARIS: INTERNATIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – Oct 11-13
Apply, M. Prost, 60 rue de la Victore, Paris 2e.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 19-21
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel Sullivan 2134).

ESSEN: INTERNATIONAL CARAVAN EXHIBITION – Autumn
* Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

MADRID: CAMPING EXHIBITION – December 20-31
Apply, Salon de Deporte y Camping, Avenue Maria Cristina, Barcelona 4.

Textiles and Textile Machinery

PARIS: EXHIBITION OF LACE, EMBROIDERY AND FABRICS FOR CORSETRY AND LINGERIE – February 7-10
Apply, M. Mery, 11 rue Anatole-le-la-Forge, Paris 17e.

PARIS: INTERNATIONAL EXHIBITION OF CLOTHING AND KNITWEAR INDUSTRIES EQUIPMENT – April 12-17
Apply, M. Ollive, 20 rue Carpeaux, Puteaux, Hauts-de-Seine 92.

GOTHENBURG: CLOTHING MACHINERY AND ACCESSORIES EXHIBITION (TRI-KO-SOM) – April 12-25
Apply, Mr. Inge Boos, Mossebogatan 2 Boras, Boras Mässan AB, GEINNGE.

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 20-23
* Apply LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – May
Apply, Mitam, Galleria San Babila H/D, Milan.

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 18-21
* Apply LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

Toys and Games

MILAN: INTERNATIONAL TOY FAIR – January-February
Apply, Secretary, Salone Internazionale del Giocattolo, Via Morosini 20, Milan.

PARIS: INTERNATIONAL TOY FAIR – February 2-8
Apply, M. Vuagnat, Salon International du Jouet, 93 rue de Turenne, Paris 3e.

NUREMBERG: INTERNATIONAL TOY FAIR – February 8-14
* Apply LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

Watches and Clocks

BESANCON: INTERNATIONAL CLOCK AND WATCHMAKING INDUSTRY EXHIBITION – April 13-21
Apply, M. Regnier, Promenade Chamars, Besancon.

Other Specialized Fairs

UTRECHT: GARDEN AND PARK TRADE FAIR – January 21-25
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1.

BRUSSELS: INTERNATIONAL INVENTORS EXHIBITION – March
Apply, Institute of Patentees and Inventors, 207/8 Abbey House, 2/8 Victoria Street, London, SW1 (Tel. Abbey 1616).

NICE: INTERNATIONAL FAIR (TOURISM) – March 6-17
Apply, M. le President, 8 Place Massena, Nice.

OSLO: TEENAGE FAIR – April 17-27
Apply, Mr. A. G. Pearson (Ext. 2398).

PARIS: INTERNATIONAL TRAVEL EXHIBITION – April 19-May 4
Apply, Comite de la Foire de Paris, 23 rue Notre-Dame-des-Victoires, Paris, 2e.

STOCKHOLM: PROTECTION 69 – April 21-26
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

MOSCOW: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 14-28
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions in the USSR, 6 Kuibyshev Street, Moscow K.3 USSR.

ROUEN: EXHIBITION OF ANTIQUE AND SECOND-HAND DEALERS OF HAUTE-NORMANDIE – May 29-June 8
Apply, M. Chauvidon, 11 rue Damiette, Rouen, Seine-Maritime.

ST. GALLEN: INTERNATIONAL ANTIQUE REPRODUCTIONS EXHIBITION (KOPANTIQUA) – May 31-June 8
Apply, Hampshire House Ltd., 119/127 Marylebone Road, London, NW1 (01-486 5081).

CAEN: EXHIBITION OF ANTIQUE AND SECOND-HAND DEALERS OF WESTERN FRANCE – July 11-15
Apply, M. le President, Parc des Expositions, Caen, Calvados, 14.

PARIS: INTERNATIONAL EXHIBITION OF SAFETY AND PROTECTION (EUROPROTECTION) – September 30-October 5
† Apply, EUROPROTECTION, 8 rue de la Michodiere, Paris 2e.

FLORENCE: INTERNATIONAL ANTIQUE DEALERS FAIR – September-October
Apply, Secretary, International Antique Dealers Fair, Palazzo Strozzi, Florence.

PARIS: INTERNATIONAL EXHIBITION OF COMMERCE AND TRADE EQUIPMENT – October 11-20
Apply M. Devos, 42 rue du Louvre, Paris 1er.

DÜSSELDORF: 2ND CONGRESS AND EXHIBITION FOR CLEAN AIR – October 13-17
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

ROTTERDAM: NEDEX – ROAD, RAIL, SEA AND AIR TRANSPORT – October 21-25
Apply, Anglian Trade Promotions Ltd., Suite 23, 67/69 Chancery Lane, London, WC2.

AMSTERDAM: AQUATECH – WATER TREATMENT EXHIBITION – October 21-25
Apply, Nedex Vakbeurs, Witte de Withstr. 25, Rotterdam.

NANCY: INTERNATIONAL EXHIBITION OF URBAN EQUIPMENT – October
* Apply, Salon International de L'Equipment Urbain BP 593 RP (54) Nancy (Tel. (28) 53. 09.01).

MILAN: EXHIBITION OF EQUIPMENT FOR SAFETY AND EFFICIENCY AT WORK – October
Apply, Salone Mercato della Forniture per la Sicurezza l'Efficienza del Lavoro, Direzione Comis, Vin Turati 7, Milan.

MILAN: INTERNATIONAL EXHIBITION OF FACILITIES AND EQUIPMENT FOR COMMERCE AND TOURISM (EXPO-CT) – October-November
Apply, Segreteria Generale, EXPO-CT-69, Piazza Belgioioso 1, Milan.

TOULOUSE: LANGUEDOC-MIDI-PYRENEES ANTIQUE DEALERS EXHIBITION – November 7-16
Apply, M. Jary, 31 rue du Rempart-Matabiau, Toulouse.

DÜSSELDORF: INDUSTRIAL SAFETY AND FACTORY HYGIENE – November 12-15
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

1970 General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February 22-26
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March
Apply, The President, Fiera Internazionale Della Sardigna, Quartiere Fieristigo, Viale A. Diaz, Cagliari (Tel. 52.854.51-859-57.888).

MILAN: INTERNATIONAL SAMPLES FAIR – April
Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

GRAZ: SPRING FAIR – April 25-May 3
Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz.

HANOVER: HANOVER FAIR – April 25-May 3
* Apply, Schankers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

BOLOGNA: INTERNATIONAL TRADE FAIR – May
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, W1 (Tel. Regent 0511).

GOTHENBURG: SWEDISH TRADE FAIR – May
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May
Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

BARCELONA: INTERNATIONAL SAMPLES FAIR – June
Apply, Feria Officiale International de Muestras, Avenida Maria Christina, Barcelona.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June-July
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

NAXXAR: MALTA TRADE FAIR – July
Apply, General Retailers Union, 87 Old Mint Street, Valetta.

MESSINA: INTERNATIONAL TRADE FAIR – August
Apply Ente Autonomo Fiere Di Messina, Via Liberta, Messina.

BILBAO: INTERNATIONAL SAMPLES FAIR – August
Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August 14-23
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 30-September 2
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

BERLIN: GERMAN INDUSTRIES EXHIBITION – September 9-20
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BOLZANO: INTERNATIONAL SAMPLES FAIR – September
Apply, Fiera Campionaria Internazionale Di Bolzano, CP297, Bolzano.

BARI: INTERNATIONAL LEVANT FAIR – September
Apply, Exhibition Consultants Ltd., 11 Manchester Square, W1 (Tel. Hunter 1951).

HELSINKI: INTERNATIONAL TRADE FAIR – September 17-27
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PLOVDIV: INTERNATIONAL FAIR – September 20-29
Apply, The Fair Administration, Plovdiv International Fair, 50 Lenin Boulevard, Plovdiv, Bulgaria.

GRAZ: AUTUMN FAIR – September 26-October 4
Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz.

ZARAGOZA: NATIONAL SAMPLES FAIR – October
Apply, Camara Oficial de Comercio e Industria, Jaine 1-18, Zaragoza.

ZURICH: SWISS IMPORTS FAIR
Apply, ZUSPA-Stadthof 11, Thurganerstrasse 7, 8050 Zurich.

1970 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

BERLIN: INTERNATIONAL GREEN WEEK – January 23-February 1
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BRUSSELS: INTERNATIONAL AGRICULTURAL WEEK – February
Apply, Secretariat General, 2 Avenue Louise Bertrand, Brussels 3.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION (EXPOBOIS) – April
Apply, Commissariat General, Comite Intersyndical Expobois, 150 Boulevard Bineau, Neuilly-Sur-Seine, le Courbe 99.09.

ZARAGOZA: TECHNICAL AND AGRICULTURAL FAIR – April
Apply, Director General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

FOGGIA: AGRICULTURAL FAIR – April-May
Apply, Ente Autonomo Fiera di Foggia, Palazzo Camera di Commercio, Via Dante 27, Foggio.

EPINAL: FRENCH FORESTRY FAIR – April 25-May 3
* Apply, Foire Forestiere, 11 Edmond Henry, Epinal.

MUNICH: INTERNATIONAL FORESTRY AND TIMBER EXHIBITION – June 6-14
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

WELS: NATIONAL AGRICULTURAL EXHIBITION – August-September
Apply, Osterreichische Landwirshaftmesse Wels, Upper Austria.

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November
Apply, M. Caron, 3 rue la Boetie, Paris 8e.

MADRID: INTERNATIONAL AGRICULTURAL EXHIBITION (FERIA DEL CAMPO)
Apply, Feria Internacional del Campo; Avenida de Portugal, S/N Madrid.

Aircraft and Aeronautical Equipment

HANOVER: INTERNATIONAL AIR SHOW – April 24-May 3
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

TURIN: INTERNATIONAL AERONAUTICAL EXHIBITION – June
Apply, International Committee of Airport Systems, 12 Kendrick Mews, Kendrick Place, London, SW7 (Tel. Knightsbridge 7512).

Books and Periodicals

PARIS: INTERNATIONAL EXHIBITION OF SCIENTIFIC AND TECHNICAL BOOKS – April
Apply, Commissariat General, 117 BD Saint Germain, Paris 6e.

FRANKFURT: INTERNATIONAL BOOK FAIR – September/October
* Apply, Ausstellungs und Messe GmbH des Börsenvereins des Deutschen Buchhandels e.V. 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building, Public Works and Construction Equipment

HANOVER: INTERNATIONAL BUILDERS' SUPPLIES EXHIBITION (CONSTRUCTA) – January 24-February 1
Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

PARIS: INTERNATIONAL BUILDING AND PUBLIC WORKS MATERIALS AND EQUIPMENT EXHIBITION (EXPOMAT) – May
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

BOLOGNA: INTERNATIONAL BUILDING EXHIBITION October
Apply, The Building Exhibition, 11 Manchester Square, W1 (Tel. Hunter 1951).

Chemicals and Allied Industries including Plastics

FRANKFURT: 16TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 17-24
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

Clothing

MUNICH: FASHION WEEK – April 5-9
* Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

VIENNA: LADIES FASHION SHOW – April
Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

BERLIN: FASHION WEEK (including 'INTERCHIC') – April
* Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

MUNICH: FASHION WEEK – October 4-8
* Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

BERLIN: FASHION WEEK (including 'INTERCHIC) – October
* Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

VIENNA: LADIES FASHION SHOW – October
Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

Engineering, Electrical and Electronic, including Radio and Television

PARIS: ELECTRICAL EQUIPMENT EXHIBITION – May
Apply, La Biennale de l'Equipment Electrique, 11 Rue Hamelin, Paris 16e.

UTRECHT: ENGINEERING EXHIBITION (TECHNISHOW) – May
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – October 22-28
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

HELSINKI: TV/RADIO – AND MUSIC EXHIBITION October-November
Apply, The Finnish Fair Corporation, Helsinki 25.

AMSTERDAM: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION (FIAREX) – October-November
Apply, Secretariat, FIAREX-Organisatie, Minervalaan 82, Amsterdam.

MILAN: INSTRUMENTATION AND AUTOMATION FAIR – November
Apply, Federazione Della Associazioni Scientifiche and Techniche (FAST), Di Milano, P.Le Morandi 2, Milan.

Engineering, Other

VERONA: INTERNATIONAL EARTH MOVING AND CONSTRUCTION EQUIPMENT EXHIBITION (SA.-MO.TER) – February
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BILBAO: SPANISH MACHINE TOOL EXHIBITION – March
Apply, Bilbao Trade Fair, Apartado 468, Bilbao.

PARIS: FRENCH MACHINE TOOL AND MECHANICAL FACTORY EQUIPMENT EXHIBITION – April
Apply, M. Ollive, 20 Rue Carpeaux, 92 Puteaux.

MALMO: MECHANICAL INDUSTRIES FAIR – April 17-21
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ESSEN: INTERNATIONAL TRADE EXHIBITION OF VULCANIZATION AND RETREADING – May
† Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

UTRECHT: ENGINEERING EXHIBITION (TECHNISHOW) – May
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

COPENHAGEN: INTERNATIONAL CHEMICO TECHNICAL PROCESS EQUIPMENT FAIR (KEM-TEK) August
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

CHARLEROI: INTERNATIONAL TECHNICAL AND INDUSTRIAL EXHIBITION – September
Apply, Secretariat, Palais des Expositions, Charleroi.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION (AUTUMNO TORINESE) – September-October
Apply, Salone Internazionale Della Technica, Corso Massimo D'Azeglio 15, Turin.

PADUA: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October
Apply, Fiora di Padora, Tramag, Via N. Tommases, Padua.

GENOA: INTERNATIONAL WELDING EXHIBITION – October
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

STOCKHOLM: TECHNICAL FAIR – October
Apply, Marketing Exhibitions Ltd., 113-123, Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

ZURICH: INTERNATIONAL EXHIBITION FOR OIL HYDRAULICS AND PNEUMATICS – October-November
Apply, Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. Cherrywood 3897).

Foodstuffs, Food Machinery, Hotel and Catering

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London. W1 (Tel. Regent 0511).

UTRECHT: INTERNATIONAL FOOD FAIR (ROKA) – April
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARMA: INTERNATIONAL SUPERMARKETS EXHIBITION – April-May
Apply, Foire Internationale des Supermarkets, Parce Ducale, 43100 Parma.

HAMBURG: INTERNATIONAL FOOD AND DELICATESSEN EXHIBITION (LEFA) – August
† Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

DUBLIN: IRISH INTERNATIONAL FOOD AND DRINK FAIR – September
Apply, Retail Grocery, Dairy and Allied Traders' Association, 39 Upper Fitzwilliam Street, Dublin 2.

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARMA: INTERNATIONAL EXHIBITION OF PRESERVED FOODS AND PACKING – September-October
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

BERLIN: GERMAN RESTAURANT, CATERING AND FOOD EXHIBITION – October 15-25
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS: INTERNATIONAL FOOD EXHIBITION (SIAL) – October-November
Apply, SOPEXA, 24 Rutland Gate, SW7 (Tel. Kensington 9252).

PARIS: INTERNATIONAL EXHIBITION FOR MATERIALS, TECHNIQUES AND WHOLESALE TRADE FOR MEAT INDUSTRY (MATIC) – October-November
Apply, 48, Rue de la Bienfaisance, Paris 8e.

PARIS: INTERNATIONAL FOOD EQUIPMENT INDUSTRIES EXHIBITION (MATERAL) – October-November.
Apply, Salon International de l'Equipement des Industries de l'Alimentation, 42 Rue du Louvre, Paris 1 er.

PARIS: INTERNAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November
Apply, M. Caron, 3 Rue la Boetie, Paris 8e.

GENOA: HOTEL AND TOURIST EQUIPMENT EXHIBITION (TECNHOTEL) – November
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

BARCELONA: HOGAROTEL – November
Apply, Salon Monografico Nacional, Avenida Maria Christina, Barcelona.

Footwear

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March
Apply, Exhibitions and Trade Fairs (Overseas Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

FLORENCE: SHOE AND LEATHER FAIR – September
Apply, Secretary General Mostra Campionaria Calzature, Pelletterie Cuoio, Via Valfona 9, Florence.

Furniture, Furnishings, Household Equipment and Hardware

PARIS: INTERNATIONAL EXHIBITION OF MACHINERY AND MATERIALS FOR THE FURNITURE MANUFACTURING INDUSTRY (APPROMEUBLE) – January
Apply, Appromeuble, 22 Avenue Franklin Roosevelt, Paris 8e.

MILAN: NATIONAL DOMESTIC APPLIANCES EXHIBITION – September
Apply, ANIE Segretaria Mostre, Via L. Manara 1, Milan.

BASLE: INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) September 6-8
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

Handicrafts

MUNICH: INTERNATIONAL FAIR OF HANDICRAFTS AND SMALL ENTERPRISES – March 13-22
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

FLORENCE: INTERNATIONAL HANDICRAFT EXHIBITION – April-May
Apply, Mostra Mercalo Nazionale dell Artigianato, Piazzo Della Liberta 1 Florence.

Heating and Ventilating

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – April 8-12
* Apply, CES (Overseas) Ltd., 1-3 Astoria Parade, London, SW16 (Tel. 01-769 0950).

PARIS: INTERNATIONAL HEATING AND AIR CONDITIONING EXHIBITION
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, SW7 (Tel. Kni 9128).

BRUSSELS: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION
Apply, The Building Exhibition, 11 Manchester Square, W1 (Tel. Hunter 1951).

Hospital and Medical Equipment

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – May 19-24
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

HELSINKI: PHYSICIANS DAYS EXHIBITION – November
Apply, Dr. E. Klinge, Finnish Doctors' Association, Helsinki.

Leather, Leather Goods and Fur

FRANKFURT: INTERNATIONAL FUR FAIR – April
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main, Bettinaplatz 1.

PIRMASENS: INTERNATIONAL FOOTWEAR, LEATHER AND MACHINERY FAIR – May 23-28
Apply, Messeleitung der Stadt Pirmasens, 6780 Pirmasens, Dankelsbachstrasse 19.

Motor Vehicles, Motor Cycles and Bicycles

AMSTERDAM: INTERNATIONAL COMMERCIAL VEHICLE EXHIBITION – February
Apply, Netherlands Cycle and Automobile Industry Association, 8 Europaplein, Amsterdam Z1.

COPENHAGEN: INTERNATIONAL MOTOR SHOW – February-March
* Apply, Danish Association of Automobile Manufacturers and Importers, Ameliagade 22, Copenhagen K.

AMSTERDAM: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – February-March
Apply, Netherlands Cycle and Automobile Industry Association, 8 Europaplein, Amsterdam Z1.

GENEVA: INTERNATIONAL MOTOR EXHIBITION – March
Apply, Secretariat Permanet, Case Postale 1211, 1200 Geneva.

STOCKHOLM: INTERNATIONAL SPORTS CAR AND CARAVANS SHOW – March-April
Apply, Mr. Picko Troberg, Ostormans Marmarhaller, Birger darlsgatan 18.

TURIN: INTERNATIONAL MOTOR SHOW – November
Apply, Comitato Organizzatore Salone Internazionale Dell Automobile, Corso Galileo Ferraris 61, Turin.

Office Machinery and Equipment

ZURICH: OFFICE EQUIPMENT (BIENNIAL) EXHIBITION – September
Apply, Schneizer Aurofachverband, Herrn Prasidenten-W. Furrer. Todistrassi 48, Zurich 22.

HELSINKI: EXHIBITION OF BUSINESS MACHINES AND EQUIPMENT – October-November
Apply, The Finnish Fair Corporation, Helsinki 25.

Packaging Machinery and Materials

BARCELONA: PRINTING, PACKING AND CANNING MACHINERY FAIR (GRAPHISPACK) – March
Apply, GRAPHISPACK, Avenida Maria Christina, S/N Feria de Meustras, Barcelona 4.

COPENHAGEN: INTERNATIONAL PACKAGING FAIR (NORD PACK) – April 6-12
* Apply, Ufesas, Ryrangs Allé 20, 2100 Copenhagen Ø.

UTRECHT: INTERNATIONAL PACKAGING EXHIBITION (MACROPAK) – April 22-29
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

GOTHENBURG: INTERNATIONAL PACKAGING EXHIBITION (SKANPACK) – October 15-21
Apply, Scandinexpo AB, Stampgat 38, Gothenburg C.

MUNICH: INTERNATIONAL CONTAINER EXHIBITION (CONTAINERIZATION 70) – October 21-24
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL BOTTLING EQUIPMENT AND ALLIED INDUSTRIES EXHIBITION – November
Apply, M. Caron, 3 rue la Boetie, Paris 8e.

PARIS: INTERNATIONAL PACKAGING EXHIBITION – November
Apply, Salon de l'Emballage, 20 rue Carpeaux, 92, Puteaux.

Printing, Stationery and Printing Materials

BARCELONA: PRINTING, PACKING AND CANNING MACHINERY FAIR (GRAPHISPAK) – March
Apply, Feria de Muestras, Avenida Maria Christina, Barcelona.

PARIS: INTERNATIONAL PAPER, PRINTING AND ALLIED TRADES EQUIPMENT EXHIBITION – May-June
Apply, Commissariat General, Salon des Techniques Papetieres et Graphiques, 40 rue du Colisee, Paris 8eme.

Ships and Boats

HAMBURG: INTERNATIONAL BOAT SHOW – January
Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

COPENHAGEN: INTERNATIONAL SCANDINAVIAN BOAT SHOW – January 31-February 8
* Apply, A/S SKANDINAVISK Bådudstilling, Forum, Copenhagen.

GENOA: INTERNATIONAL BOAT, CAMPING AND CARAVAN EXHIBITION – February
Apply, UCINA, Piazza Diaz 2, Milan.

MALMO: INTERNATIONAL BOAT SHOW – February-March
Apply, Mr. Hammarberg A/B, Malmo, Batutstallning, Box 10, Kullavik.

HELSINKI: BOAT AND CAMPING SHOW – February-March
Apply, The Finnish Fair Corporation, Helsinki 25.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 13-22
Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March
Apply, RAI Gebouw, 8 Europaplein, Amsterdam 2.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – October 3-11
* Apply, Internationale Bodensee-Messe GmbH, 7990 Friedrichshafen.

HAMBURG: INTERNATIONAL MARINE ENGINEERING EXHIBITION – October
† Apply, Platen un Blomen, 2 Hamburg 36, Am Dammtor.

Textiles and Textile Machinery

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 26-29
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – May
Apply, Mitam, Galleria San Babila H/D Milan.

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – October 17-20
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

Toys and Games

MILAN: INTERNATIONAL TOY FAIR – January-February
Apply, Secretary, Salone Internazionale del Giocattolo, Via Morosini 20, Milan.

NUREMBERG: INTERNATIONAL TOY FAIR – February 14-20
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

Other Specialized Fairs

BASLE: EUROPEAN EDUCATIONAL EQUIPMENT EXHIBITION (DIDACTA) – May 28-June 1
Apply, Schweizer Mustermasse, Basle, Switzerland.

NANCY: INTERNATIONAL INDUSTRIAL SAFETY EXHIBITION – October
* Apply, Commissariat General, Parc des Expositions de Nancy Boite Postale 593, Nancy RP.

1971 General

MALMO: INTERNATIONAL TRADE FAIR (SKANEMAASEN) – August 13-22
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

1971 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

MADRID: INTERNATIONAL AGRICULTURAL EXHIBITION (FERIA DEL CAMPO) – May-June
Apply, Feria Internacional del Campo, Avenida de Portugal S/N Madrid.

Building, Public Works and Construction Equipment

OSLO: BUILDNG MACHINES AND MATERIALS EXHIBITION (BYGG REISDEG) – September-October (for Agents only)
Apply, Bygg Reisdeg, Nordisk Byggevare Messe, Landsforebund, Grensen 10, Oslo.

Chemicals and Allied Industries including Plastics

PARIS: INTERNATIONAL CHEMICAL EXHIBITION – May-June
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, SW7 (Tel. Knightsbridge 9628 (589 0185).

Engineering, Electrical and Electronic, including Radio and TV

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – March
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1.

AMSTERDAM: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

HELSINKI: TELEVISION AND RADIO SHOW – October-November
Apply, The Finnish Fair Corporation, Helsinki 25.

ZURICH: INTERNATIONAL TRADE FAIR FOR HIGH PRECISION TECHNIQUES DIMENSIONAL MEASUREMENT AND CONTROL (MICROTECNIC) – Apply, AGIFA, Postfach 257, 8033 Zurich.

Engineering, Other

OSLO: AUTOMATICA – November
Apply, Norwegian Industries Development Association, Forskningsveien 1, Oslo 3.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

MUNICH: INTERNATIONAL BREWERY AND BEVERAGE MACHINERY EXHIBITION (INTERBRAU) – September 13-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

MALMO: INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA) – September 29-October 2
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Equipment and Hardware

UTRECHT: INTERNATIONAL FURNITURE EXHIBITION – November
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Heating and Ventilating

HELSINKI: HEATING, PLUMBING AND AIR CONDITIONING FAIR
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Hospital, Medical, Surgical and Dental Equipment

GOTHENBURG: MEDICAL CARE AND HEALTH EXHIBITION – March 10-14
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

Office Machinery and Equipment

OSLO: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (KONTOR)
Apply, Kontormaskinforhandlernes Landsforning, Prinsensgt, 21, Oslo.

Ships and Boats

HELSINKI: BOAT AND CAMPING SHOW – February-March
Apply, The Finnish Fair Corporation, Helsinki 25.

OSLO: INTERNATIONAL SHIPPING EXHIBITION – May
Apply, Norges Varemess PB 130, Skoyen, Norway.

HELSINKI: INTERNATIONAL MARITIME EXHIBITION "NAVIGARE" – September
Apply, The Finnish Fair Corporation, Helsinki 25.

Toys and Games

NUREMBERG: INTERNATIONAL TOY FAIR – February 6-12
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

SECTION III

Trade Fairs and Exhibitions outside Europe

1968 General

CAIRO: INTERNATIONAL TRADE FAIR – October 10-November 10
Apply, Ministry of Economy, General Organization for International Exhibitions and Fairs, Exhibition Ground, Nasr City, Cairo.

SAN SALVADOR: INTERNATIONAL FAIR – November 9-30
Apply, Feria International de El Salvador Edificio Ruben Dario, 3 er Piso, Aptos 301, San Salvador, El Salvador.

1968 Specialized

Aircraft and Aeronautical Equipment

BUENOS AIRES: AERONAUTICS AND SPACE EXHIBITION – November 1-24
Apply, Disenadores Asciados S.R.L. Reconquista 737, 40P Buenos Aires.

Building Public Works and Construction Equipment

TORONTO: CONSTRUCTION PUBLIC WORKS AND MUNICIPAL EQUIPMENT SHOW – December 9-12
Apply, Lloyd Haines Show Manager, Industrial and Trade Show of Canada, 481 University Avenue, Toronto, Ontario.

Engineering, Electrical and Electronic, including Radio and Television

CHICAGO: ANNUAL NATIONAL ELECTRONIC CONFERENCE AND EXHIBITION – December 8-11
* Apply, General Manager, National Electronics Conference, Inc. 228 North La Salle Street, Chicago, Illinois 60601.

Engineering, Other

DETROIT: NATIONAL DIE CASTING EXPOSITION AND CONGRESS – November 4-7
Apply, Irwin I. Chaitin, Exposition Director, 1601 W. Lafayette, Detroit, Michigan.

JOHANNESBURG: THE MACHINE TOOLS EXHIBITION – November 11-16
Apply, South African Exhibition Organizers (PTY) Ltd., PO Box 2900, Johannesburg.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

NEW YORK: NATIONAL HOTEL EXPOSITION – November 11-14
Apply, General Manager, National Hotel Exposition, 141 West 51st Street, New York, NY 10019.

Footwear

NEW YORK: NATIONAL SHOE FAIR OF AMERICA – November 24-26
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, NY.

Motor Vehicles – Motor Cycles and Cycles

TOKYO: 15TH TOKYO MOTOR SHOW – October 26-November 11
Apply, Japan Motor Industrial Federation, Otemachi Building, Otemachi, Chiyoda – Ku, Tokyo.

TOKYO: 10TH TOKYO AUTO SHOW (INTERNATIONAL) – November 13-20
Apply, Japan Automobile Importers Association, Mubanchi, Yotsuya 1-Chome, Shinjuku-Ku, Tokyo.

SAN FRANCISCO: ANNUAL IMPORTED AUTO SHOW – November 26-December 1
Apply, Mr. G. Whitehead, British Motor Holdings (USA) Inc. 734 Grande Avenue, Ridgefield, New Jersey 07657.

DETROIT: AUTOMOBILE SHOW – November 30-December 8
Apply, Boyce Topa, 625 Lincoln Avenue, Detroit.

Packaging Machinery and Materials including Containers

BALTIMORE: 2ND INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – October 28-November 1
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1.

TORONTO: CANADIAN NATIONAL PACKAGING EXPOSITION – November 5-7
Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7, Ontario.

Printing, Stationery and Printing Machinery

NEW YORK: NATIONAL STATIONERY AND OFFICE EQUIPMENT – October 31-November 3
Apply, National Stationery and Office Equipment Assn., 740 Investment Building, Washington 5, DC.

Scientific Instruments and Nuclear equipment

WASHINGTON: ATOMFAIR – November 10-14
* Apply, Jerome H. Brown, Pres. National Exposition Co., 14 W 40th Street, NYC 10018.

Ships and Boats

BUENOS AIRES: MARINE EQUIPMENT EXHIBITION – December 68-February 69
Apply, The Organizing Commission, c/o The Commander-in-Chief, Argentine Navy, Buenos Aires.

Other Specialized Fairs

MEXICO CITY: INTERNATIONAL PHILATELIC EXHIBITION – October 30-November 10
Apply, Exposition Filatelica International 'Efimex 68,' Apartado Postal 12, Mexico IDF.

BUENOS AIRES: INTERNATIONAL RAILWAYS EXHIBITION (IN CONJUNCTION WITH THE 12TH PAN AMERICAN CONGRESS) – November 12-December 15
Apply, Comision Exposicion Ferrovairia, Argentine Railways Building, Avda Dr. I. M. Ramos Mejia 1302, Ler Piso.

1969 General

TRIPOLI (LIBYA): INTERNATIONAL TRADE FAIR – February 28-March 20
* Apply, Tripoli International Trade Fair, Giaddat O Muktar Tripoli, PO Box 891, Tripoli.

JOHANNESBURG: RAND EASTER SHOW – March 25-April 7
Apply, The Secretary, Witwatersrand Agricultural Society, PO Box 4344, Johannesburg.

TOKYO: 8TH TOKYO INTERNATIONAL TRADE FAIR – April 17-May 6
* Apply, Tokyo International Trade Fair Commission CPO Box 1201, Tokyo.

TUNIS: INTERNATIONAL FAIR – May 23-June 8
Apply, Foir International de Tunis, Palais de la Foire, Avenue Gambetta, Tunis.

TORONTO: NATIONAL INDUSTRIAL PRODUCTION SHOW OF CANADA – June 2-6
† Apply, Lloyd Haines Show Manager, Industrial and Trade Show of Canada, 481 University Avenue, Toronto, Ont.

KINSHASA (CONGO): INTERNATIONAL FAIR – June 30-July 21
Apply, Commissariat General de la Foire International de Kinshasa. B.P. No. 7247, Kinshasa, Democratic Republic of the Congo, or, Congolese Embassy, 26 Chesham Place, London, SW1 (Tel. Belgravia 6137).

AUCKLAND: INTERNATIONAL TRADE FAIR – August 20-September 6
Apply, 1969 International Trade Fair Committee, Epsom Showgrounds, Greenlane, Auckland, NZ.

IZMIR: INTERNATIONAL FAIR – August 20-September 20
Apply, J. S. Rogers, British Chamber of Commerce of Turkey (INC), 69 Cannon Street, London, EC4 (Tel. City 4444).

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20
* Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

PARAMARIBO (SURINAM): INTERNATIONAL TRADE FAIR – September 25-October 8
Apply, Commercial Department, British High Commission, 44 Main Street. P.O. Box 625, Georgetown, Guyana.

TEHRAN: SECOND ASIAN INTERNATIONAL TRADE FAIR – October 5-24
Apply, Iran Exhibitions Organization, Ministry of Economy, PO Box 22, Tajrish-Tehran.

SYDNEY: INTERNATIONAL TRADE FAIR – October 16-25
† Apply, Industrial and Trade Fairs Holdings Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. CHA 9011).

LIMA: 6TH PACIFIC INTERNATIONAL TRADE FAIR – November 14-30
Apply, Feria International del Pacifico, PO Box 4900, Lima Peru.

1969 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

MINNEAPOLIS: RETAIL FARM EQUIPMENT ASSOCIATION, MINNESOTA AND SOUTH DAKOTA – January 8-10
* Apply, Kenneth L. Austin, Secretary-Manager, 129E Broadway, Owatonna, Minnesota.

TORONTO: CANADA FARM AND INDUSTRIAL EQUIPMENT SHOW – January 22-25
* Apply, Ontario Retail Farm Equipment Dealers Association, 145 Sheppard Avenue East, Willowdale, Ontario.

ATLANTA: SOUTHEAST POULTRY AND EGG CONVENTION – January 27-29
Apply, R. H. Martin Esq., 235 E. Ponce De Leon Avenue, Decatur, GA.

NEW ORLEANS: SOUTHERN PINES ASSOCIATION SHOW – April 12-14
Apply, Southern Pine Machinery and Equipment Exposition, PO Box 52468, New Orleans, Louisiana 70150.

BOSTON: AMERICAN COMMERCIAL FISH EXPOSITION – October 16-19
Apply, American Commercial Fish Exposition Office, 3 School Street, Boston, Mass. 02108.

CAPE TOWN: THE FISHING INDUSTRIES EXHIBITION (CAPE SHOWGROUNDS GOODWOOD) – October 20-25
Apply, South African Exhibition Organizers (PTY) Ltd., CPO Box 2900, Johannesburg.

Books and Periodicals

SEOUL (SOUTH KOREA): BOOK EXHIBITION – Spring
Apply, I. H. Liu Esq., Panmun Book Co. Ltd., 28-2 Chongro I-KA, PO Box 1016, Seoul, Korea.

Building Public Works and Construction Equipment

HOUSTON: NATIONAL ASSOCIATION OF HOME BUILDERS – January 19-23
Apply, National Association of Home Builders, 1625 L Street, NW Washington DC 20036.

CLEVELAND: CONCRETE INDUSTRIES EXPOSITION – January 20-23
Apply, United Kingdom Agents: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

TORONTO: CANADIAN NATIONAL HOME SHOW – April 4-12
Apply, Mr. Jack Neil, General Manager, National Home Show, 1819 Yonge Street, Toronto, Ontario.

JOHANNESBURG: SOUTH AFRICAN CONSTRUCTION MACHINERY EXHIBITION – July 30-August 7
Apply, The Building Exhibition, Overseas Division, 11 Manchester Square, London, W1 (Tel. 01-486 1951).

Chemicals and Allied Industries including Plastics

CLEVELAND: ANALYTICAL CHEMISTRY AND APPLIED SPECTROSCOPY – March 2-7
Apply, Dr. W. Fateleley, Mellon Institute, 4400 Fifth Avenue, Pittsburgh, Pa 15213.

CALGARY (ALBERTA, CANADA): THE NATIONAL PETROLEUM SHOW – May 7-10
Apply, United Kingdom Agents: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

JOHANNESBURG: THE CHEMICAL INDUSTRIES EXHIBITION (MILNER PARK) – July 21-26
Apply, South African Exhibition Organizers (Pty.) Ltd., CPO Box 2900, Johannesburg.

Clothing

MONTREAL: INTERNATIONAL MENSWEAR EXHIBITION – January 27-30
* Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 PQ Canada.

CHICAGO: MENSWEAR RETAILERS OF AMERICA CONVENTION AND EXHIBITION – February 2-5
Apply, L. Rothschild Esq., 1257, Munsey Building, Washington DC 20004.

MONTREAL: INTERNATIONAL KNITWEAR EXHIBITION – March 2-6
Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 PQ Canada.

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 23-26
Apply, Seymour Schimel, Executive Director, 475 Fifth Avenue, New York, NY 10017.

TORONTO: MEN'S AND BOYS' APPAREL MARTS – March 31-April 3
Apply, Men's and Boys' Apparel Mart Committee, 465 Wilson Avenue, Downsview, Ontario.

MONTREAL: INTERNATIONAL FASHION MARKET – April 28-May 1
Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 PQ Canada.

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 19-22
Apply, Seymour Schimel, Executive Director, 475 Fifth Avenue, New York, NY 10017.

Display and Shop Equipment

CHICAGO: NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION CONVENTION AND EXHIBITION – October 18-21 at McCormick Place
* Apply, National Automatic Merchandising Association, 7 South Dearborn Street, Chicago 3, Illinois 60603.

Engineering, Electrical and Electronic including Radio and Television

LOS ANGELES: WESTERN METAL AND TOOL EXPOSITION – March 10-14
Apply, American Society of Metals, Metals Park, Ohio.

CLEVELAND: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 24-27
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

NEW YORK: INSTITUTE ELECTRICAL AND ELECTRONIC INTERNATIONAL CONVENTION – March 24-27
Apply, William C. Copp, 72 W.45 Street, New York, NY 10036.

CHICAGO: AMERICAN SOCIETY TOOL AND MANUFACTURING ENGINEERING CONFERENCE AND TOOL SHOW (ASTME) – May 5-9
Apply, Leonard Abrams Exposition Director, 20501, Ford Road, Dearborn, Michigan, 48128.

NEW YORK: DESIGN ENGINEERING CONFERENCE AND SHOW – May 19-22
Apply, Clapp & Poliak, Exposition Management, 341 Madison Avenue, New York, NY 10017.

MELBOURNE: INTERNATIONAL INSTRUMENTS, ELECTRONCS AUTOMATION, CONTROL EQUIPMENT AND COMMUNICATIONS SHOW – May 26-30
Apply, General Exhibition, Fairs and Conventions (Victoria) Pty. Ltd., 392, St. Kilda Road, Melbourne, Victoria 3004.

BOSTON MASS: NATIONAL COMMUNITY TELEVISION ASSOCIATION – June 22-25
Apply, Wally Briscoe Convention Manager, 815 17th Street, NW Washington DC.

MELBOURNE: 5TH INTERNATIONAL ENGINEERING SHOW – August 4-9
Apply, General Exhibitions, Fairs and Conventions (Victoria) Pty. Ltd., 392 St. Kilda Road, Melbourne.

SAN FRANCISCO: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 19-22. At Cow Palace
* Apply, Mr. D. Larsen, 3600 Wilshire Boulevard, Los Angeles 15.

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION ELECTRA '69 (MILNER PARK) – September 22-27
Apply, South African Exhibition Organizers (Pty.) Ltd., CPO Box 2900, Johannesburg.

TOKYO: '69 FLUID POWER INTERNATIONAL EXHIBITION – September 26-October 2
Apply, International Exhibition, The Nihon Kogyo Shimbun 3, 1 Chome, Ohtemachi, Chiyoda-Ku, Tokyo, Japan.

HOUSTON: INSTRUMENT SOCIETY OF AMERICA ANNUAL INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – October 27-30
Apply Wm. H. Kushnick, Executive Director, Penn Sheraton, 530 Wm. Penn Place, Pittsburg, Pa 15219.

CHICAGO: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITIONS – December 8-10
* Apply, Rudolph J. Napolitan, General Manager, 228, N La Salle Street, Chicago 60601.

Engineering, Other

CLEVELAND: ANNUAL INTERNATIONAL GAS TURBINE CONFERENCE AND PRODUCTS SHOW – March 9-13
Apply, United Kingdom Agents: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

TOKYO: INTERNATIONAL INDUSTRIAL MATERIAL SHOW – about March 10
Apply, Nikkan Kogyo Shinbun, 1, 1-Chome, Lida-machi, Chiyoda-Ku, Tokyo.

HOUSTON: ANNUAL CONFERENCE AND EXHIBITION OF THE NATIONAL ASSOCIATION OF CORROSION ENGINEERS – March 10-14
Apply, R. W. Huff, Exhibition Manager, 980 H.M. Building, Houston, Texas.

TOKYO: 4TH ADVANCED IMPORTED WOODWORKING MACHINERY EXHIBITION – March 17-21
Apply, Japan Woodworking Machinery Trade Association, 15-7 6 Chome Hon-Komagome, Bunkyo-KU, Tokyo.

PHILADELPHIA: AMERICAN WELDING SOCIETY SHOW – April 28-May 2
Apply, The American Welding Society, 345 East 47th Street, New York.

TORONTO: WOODWORKING MACHINERY AND SUPPLY SHOW – June 2-6
Apply, E. M. Wilcox, Esq., 19 Melinda Street, Toronto, Ontario.

TOKYO: METAL MANUFACTURING MACHINE SHOW July 5-10
Apply, Nikkan Kogyo Shinbun 1-1, Lidamachi, Chiyoda-Ku, Tokyo.

TOKYO: INTERNATIONAL WELDING SHOW – July 19-24
Apply, Japan Welding Engineering Society The Sanpo Inc., 11, 1-Chome, Kanda Sakuma Cho, Chiyoda-Ku, Tokyo, Japan.

JOHANNESBURG: THE MINING EXHIBITION (MILNER PARK) – August 18-23
Apply, South African Exhibition Organizers (Pty.) Ltd., CPO Box 2900, Johannesburg.

TOKYO: MAINTENANCE AND CHEMICAL PLANT SHOW – September 10-21
Apply, Japan Management Association, 25 Shiba Park, Minato-Ku, Tokyo.

SALT LAKE CITY: SOCIETY OF MINING ENGINEERS OF AIME – September 17-19
Apply, J. C. Cox, Society of Mining Engineers AIME, 345 East 47th Street, New York, NY 10017.

CHICAGO: AMERICAN SOCIETY FOR METALS EXPOSITION – October 19-23
* Apply, W. J. Hilty, American Society for Metals, Metals Park, Ohio 44073.

Fancy Goods, Jewellery and Giftware

SAN FRANCISCO: GIFT SHOW – February 2-5
Apply, Western Merchandise Exhibitors' Association, 1355 Market Street, San Francisco 3, California.

TORONTO: GIFT SHOW – February 16-19
Apply, Angus Baxter, VP, 443 Mount Pleasant Road, Toronto, Ontario.

DALLAS: DALLAS TRADE MART GIFT SHOW – February 16-21
Apply, Jim W. Wray Jr., Manager, 3000 Trade Mart, Dallas.

BOSTON: GIFT SHOW – March 2-6, September 12-16
Apply, Donald C. Little, Management 220 Fifth Avenue, New York, NY 10001.

MONTREAL: GIFT SHOW – March 10-13
Apply, National Gift Shows, Seccombe House, 443, Mount Pleasant Road, Toronto 7, Ontario.

MONTREAL: INTERNATIONAL GIFTWARE EXHIBITION – June 3-7
Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 PQ Canada.

NEW YORK: NATIONAL JEWELLERY TRADE SHOW – August 3-6
Apply, Retail Jewellers of America Inc., 711 Fourteenth Street, NW, Washington, DC.

SAN FRANCISCO: GIFT SHOW – August 10-13
Apply, Western Merchandise Exhibitors' Association, 1355 Market Street, San Francisco 3, California.

MONTREAL: GIFT SHOW – August 25-29
Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

DALLAS: DALLAS TRADE MART GIFT SHOW – August 31-September 5
Apply, Jim W. Wray Jr., Manager, 3000 Trade Mart, Dallas.

TORONTO: GIFT SHOW – September 29-October 2
Apply, Angus Baxter, VP, 443 Mount Pleasant Road, Toronto, Ontario.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

CHICAGO: INSTITUTE OF FOOD TECHNOLOGIST INDUSTRIAL EXPOSITION – May 11-14
Apply, Institute of Food Technology, 221 N La Salle Street, Chicago, Illinois.

CHICAGO: ANNUAL NATIONAL RESTAURANT CONVENTION AND EXPOSITION – HOTELARAMA – May 26-29
Apply, Jerry Flasherty, Director, 1530 North Lake Shore Drive, Chicago, Illinois 60610.

SYDNEY: CATERING TRADE FAIR – June 17-21
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

Footwear

NEW YORK: NATIONAL SHOE FAIR OF AMERICA – March 22-26
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, NY.

ATLANTIC CITY: FOOTWEAR MANAGEMENT CONFERENCE AND EXHIBITION – June 5-7
Apply, Louise Collins, Exhibition Manager, 342, Madison Avenue, New York, NY 10017.

MONTREAL: CANADIAN SHOE AND LEATHER FAIR – September 28-30
Apply, Jean-Guy Maheur, General Manager, 1010 Ste Catherine W. Montreal 2, Quebec.

CHICAGO: NATIONAL SHOE FAIR OF AMERICA – October 5-8
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, NY.

Furniture, Furnishings, Household Equipment and Hardware

TORONTO: FLOOR COVERING SHOW – January 6-11
Apply, P. G. Gameau Esq., Box 1010, Station B, Toronto, 2B, Ontario.

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – January 13-17
Apply, National Housewares Manufacturers' Association, 1130 Merchandise Mart, Chicago, Illinois 60654.

TORONTO: CANADIAN HARDWARE SHOW – February 3-6
Apply, V. G. Taylor, Manager, 90 Merton Street, Toronto 7, Ontario.

TOKYO: ALL JAPAN INTERIOR FAIR – March 5-7
Apply, Tokyo Furniture Merchants' Association, 14-1, 6-Chome, Soto Kanda, Chiyoda-Ku Tokyo.

TOKYO: INTERNATIONAL HOME SHOW – June 6-15
Apply, Ashi Shinbun, 3, 2-Chome, Yuraku-Cho, Chiyoda-Ku, Tokyo.

Hospital, Medical, Surgical and Dental Equipment

TORONTO: ANNUAL CONVENTION, THE ONTARIO MEDICAL ASSOCIATION – May 6-10
Apply, A. K. Gillies, Executive Secretary, Ontario Medical Association, 244 St. George Street, Toronto, Canada.

TORONTO: ANNUAL CONVENTION – ONTARIO DENTAL ASSOCIATION – May 18-21
Apply, Mrs. W. C. Durham, Secretary-Treasurer, The Ontario Dental Association, 230 St. George Street, Toronto 5, Ontario.

MONTREAL: INTERNATIONAL SURGICAL, MEDICAL AND DENTAL EQUIPMENT EXHIBITION – June 14-17
Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 PQ Canada.

CHICAGO: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – August 18-21
Apply, The American Hospital Association, 840 North Lake Shore Drive, Chicago, Illinois 60611.

TOKYO: 12TH INTERNATIONAL CONGRESS OF RADIOLOGY – October 6-11
Apply, Dr. Tadashi Adachi, Secretary General, 12th International Congress of Radiology, CPO Box 1910, Tokyo, Japan.

Laundry and Allied Services

DETROIT: NATIONAL INSTITUTE OF DRYCLEANING – March 3-8
* Apply, George P. Fulton, GM, 909 Burlington Avenue, Silver Spring, Md. 20910.

ATLANTIC CITY: LAUNDRY AND DRY CLEANING SHOW – March 5-9
Apply, G. P. Fulton Esq., 909 Burlington Avenue, Silver Spring, Md. 20910.

Motor Vehicles, Motor Cycles and Bicycles

MIAMI: INTERNATIONAL AUTO SHOW – February 7-12
Apply, Manuel Sherman, 1300 Boylston Street, Chestnut Hill, Mass.

CHICAGO: AUTOMOTIVE ACCESSORIES OF AMERICA INTERNATIONAL EXPOSITION – February 10-13
Apply, E. S. Erlichman, 555 E City Line Avenue, Bala-Cynwyd, Pa 19004.

CHICAGO: INTERNATIONAL AUTOMOTIVE SERVICE INDUSTRIES SHOW – February 26-28
Apply, H. Erickson Junior, Show Manager, 28E Jackson Boulevard, Chicago, Illinois, 60604.

MELBOURNE: INTERNATIONAL MOTOR SHOW – March 6-15
Apply, International Motor Show, 51 William Street, Melbourne.

CHICAGO: AUTOMOBILE SHOW – March 8-16
Apply, Edward L. Cleary, 35 E Wacker Drive, Chicago, Illinois.

NEW YORK: INTERNATIONAL BICYCLE AND MOTORCYCLE SHOW – March 9-13
Apply, International Trade Shows, 545 Fifth Avenue, New York, NY 10017.

DAYTONA: INTERNATIONAL MOTOR CYCLE SHOW – March 11-15
Apply, S. Malphurs Esq., Daytona International Motorcycle Show, 9 Classics Programme, PO Box 1625, Daytona Beach, Florida 32015.

DETROIT: AUTOMOBILE SHOW – November 15-23
Apply, B. Tope Esq., 6525 Lincoln Avenue, Detroit, Michigan 48202.

JOHANNESBURG: THE MOTOR TRADE SHOW (MILNER PARK) – November 17-22
Apply, South African Exhibition Organisers (Pty.) Ltd., CPO Box 2900, Johannesburg.

Music and Musical Instruments

CHICAGO: NATIONAL ASSOCIATION OF MUSIC MERCHANTS ANNUAL CONVENTION AND MUSIC SHOW – June 22-26
Apply, Mr. Foster Lee, Show Manager, National Association of Music Merchants, 222 West Adams Street, Chicago, Illinois, 60606.

Office Machinery and Equipment

TOKYO: 36TH BUSINESS SHOW – May 24-29
Apply, Nippon Office Management Association, 1 Ginza, 2-Chome, Chuo-Ku, Tokyo.

CHICAGO: NATIONAL STATIONERY AND OFFICE EQUIPMENT SHOW – September 17-20
Apply, National Stationery and Office Equipment Association, 740 Investment Building, Washington DC.

Packaging Machinery and Materials including Containers

ANAHEIM: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE (NEP-CON WEST) – February 11-13
Apply, Jerome H. Brown, President, National Exposition Co., 14 W 40th Street, New York, NY 10017.

CHICAGO: AMERICAN NATIONAL PACKAGING EXPOSITION – April 14-17
Apply, Clapp and Poliak Exposition Management, 341 Madison Avenue, New York, NY 10017.

PHILADELPHIA: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE – June 10-12
Apply, Jerome H. Brown, President, National Exposition Co., 14 W 40th Street, New York, 10017.

MELBOURNE: THE THIRD INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 23-27
Apply, Industrial and Trade Fairs Pty. Ltd., Third Floor, ADC House, 77 Pacific Highway, North Sydney, NSW.

TOKYO: JAPAN NEW PACK – June 24-28
Apply, Japan Pack Newspaper, Akebono Building, 4-7-6 Iidabashi, Chiyoda-Ku, Tokyo.

MINNEAPOLIS: UPPER MIDWEST PACKAGING AND HANDLING EXPOSITION – October 20-22
Apply, Harry Cory Trade Shows Inc., 1441 Northwestern Bank Building, Minneapolis, Minnesota 55402.

DETROIT: PACKAGING MACHINERY SHOW – October 27-30
Apply, Hanson and Shea Inc., One Gateway Centre, Pittsburgh 22.

Photographic Equipment

NEW YORK: UNIVERSE OF PHOTOGRAPH (PHOTO EXPO' 69) – June 7-15
Apply, J. Morris Esq., National Association of Photographic Manufacturers, 10 Rockefeller Plaza, New York City 10020.

Pottery and Glassware

ATLANTIC CITY: CHINA AND GLASS SHOW – January 5-9
Apply, Walter Nelson Esq., 71 W 23rd Street, New York.

Scientific Instruments and Nuclear Equipment

MONTREAL: CANADIAN NUCLEAR ASSOCIATION; "ATOM SHOW '69" – June 8-11
Apply, R. F. Gross, 19 Richmond Street, West Toronto 1, Ontario, Canada.

SAN FRANCISCO: ATOMFAIR – December 1-5
* Apply, Jerome H. Brown, President, National Exposition Co., 14 W 40th Street, NYC 10018.

Ships and Boats

NEW YORK: NATIONAL BOAT SHOW – January 22-February 2
Apply, Jos E. Choate, Adm VP, 420 Lexington Avenue, Room 2720, New York, 10017.

LOS ANGELES: BOAT SHOW – January 26-February 4
Apply, Southern California Marine Association, PO Box 90715, Los Angeles, California 90009.

MIAMI: MIAMI INTERNATIONAL BOAT SHOW – February 21-26
Apply, J. Rogers Esq., 1333, South Miami Avenue, Miami, Florida 33130.

TOKYO: TOKYO BOAT SHOW – March 19-25
Apply, Japan Boating Promotion Association, 2, 3-Chome, Ginza, Chuo-Ku, Tokyo.

MELBOURNE: NATIONAL BOAT SHOW AND [illegible]RTING EXHIBITION (INCLUDES CARAVANS, CAMPING AND TRAVEL EQUIPMENT) – July 17-26
Apply, Exhibition Promotions Pty. Ltd., 415 Bourke Street, Melbourne.

CHICAGO: MARINE TRADES EXHIBIT AND CONFERENCE – September 28-October 1
Apply, G. Hughes Esq., 307 N Michigan Avenue, Chicago.

Sports Goods and Camping Equipment including Caravans

HOUSTON: NATIONAL SPORTING GOODS SHOW – February 2-6
Apply, G. M. Shutt Esq., 23E Jackson Building, Chicago, Illinois.

TORONTO: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 14-22
Apply, Canadian National Sportsmen's Show, 85 King Street, E Toronto 1.

Textiles and Textiles Machinery

GREENVILLE: INTERNATIONAL AMERICAN TEXTILE MACHINERY EXHIBITION – October 20-24
Apply, Miss B. M. Brown, c/o Textile Hall, Corporation, PO Box 5823, Greenville, South Carolina.

Toys and Games

MONTREAL: CANADIAN TOY FAIR – February 23-28
Apply, W. Griffith, Secretary, Room 1307, 67 Yonge Street, Toronto, W.

NEW YORK: INTERNATIONAL TOY AND TRADE FAIR – March 9-13
Apply, G. Neuburger, 545 5th Avenue, New York, NY 10017.

SYDNEY: INTERNATIONAL TOY FAIR – March 16-20
Apply, The Organiser, International Toy Fair (1969) Australian British Trade Association, 4 Bridge Street, Sydney, NSW.

Other Specialized Fairs

TORONTO: 5TH CANADIAN EDUCATION SHOWPLACE – January 23-25
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

MONTREAL: INTERNATIONAL LACE AND EMBROIDERY EXHIBITION – March 10-14
Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal 3, PQ Canada.

NEW YORK: THE INTERNATIONAL BEAUTY SHOW – March 16-19
Apply, United Kingdom Agents: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

TORONTO: ANNUAL CONFERENCE – INDUSTRIAL ACCIDENT PREVENTION ASSOCIATION – April 21-22
Apply, D. E. Ireland Esq., Manager Public Service Department, Industrial Accident Prevention Associations, 90 Harbour Street, Toronto 1, Ontario.

NEW YORK: THE NEW YORK PREMIUM SHOW – – April 21-24
Apply, United Kingdom Agents: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

ATLANTIC CITY: KNITTING ARTS EXHIBITION – April 28-May 2
Apply, Robert T. Kenworthy Inc., Eight Sixty-Six United Nations Plaza, New York NY 10017.

CHICAGO: INDEPENDENT PET INDUSTRY TRADE SHOW – June 2-4
Apply, H. H. Backer Associates, 2151 N Hudson Avenue, Chicago, Illinois, 60614.

PHILADELPHIA: NATIONAL EDUCATION ASSOCIATION OF THE UNITED STATES – June 29-July 4
* Apply, Dr. R. E. Carpenter, Assistant Executive Secretary, 1201 16th Street NW Washington DC 20036.

CHICAGO: VISUAL COMMUNICATIONS CONGRESS – November 5-8
Apply, J. E. Sedon, 770 S Adams, Room 108, Birmingham, Michigan.

1970 General

TRIPOLI: INTERNATIONAL TRADE FAIR – February 28-March 20
* Apply, Tripoli International Trade Fair, Giaddat O Muktar, Tripoli, PO Box 891, Tripoli.

OSAKA: JAPAN WORLD EXPOSITION – March 15 September 13
Apply, Japan Association for the 1970 World Exposition, Mido Building, 27 Hommachi 4-Chome, Higashi-Ku, Osaka.

TEL AVIV: INTERNATIONAL TRADE FAIR – June-July
† Apply, Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kerr House, 36 Kingsway, London, WC2 (Tel. Holborn 9696).

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20
* Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

1970 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

SYDNEY: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – October 12-16
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

Building, Public Works and Construction Equipment

JOHANNESBURG: SOUTH AFRICAN BUILDING EXHIBITION – August 5-13
Apply, The Building Exhibition Overseas Division, 11 Manchester Square, London, W1 (Tel. 01-486 1951).

Clothing

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March
Apply, S. Schimmel Esq., 475 Fifth Avenue, New York, NY 10017.

Engineering, Electrical and Electronic including Radio and Television

MELBOURNE: INTERNATIONAL CONTROL ELECTRONICS, TELECOMMUNICATIONS INSTRUMENTS AND AUTOMATION EXHIBITION – 'CETIA' – February 23-27
Apply, R. J. Glover Esq., Executive Director CETIA Exhibition Administration, Box 3629, GPO Sydney, NSW, Australia 2001.

MONTREAL: CANADIAN PLANT ENGINEERING AND MAINTENANCE SHOW – May 28-30
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

SYDNEY: ENGINEERING EXHIBITION – August 17-22
Apply, Exhibition Promotions Pty. Ltd., PO Box 4292, GPO Sydney.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

SYDNEY: CATERING TRADE FAIR – April 27-May 1
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

Packaging Machinery and Materials including Containers

TOKYO: PACKAGING SHOW – September 22-28
Apply, Tokyo Packaging Technique Association, Honshu Building, Ginza Higashi, Chuo-Ku, Tokyo.

Printing, Stationery and Printing Machinery

SYDNEY: PACKAGING AND PRINTING INDUSTRIES EXHIBITION PACK-PRINT – May 11-15
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19, New Oxford Street, London, WC1.

1971 General

ACCRA: INTERNATIONAL TRADE FAIR – February
Apply, Ghana International Trade Fair, Ministry of Trade, PO Box M47, Accra.

SYDNEY: INTERNATIONAL TRADE FAIR – August 13-22
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

WELLINGTON: INTERNATIONAL TRADE FAIR – August 18-September 4
Apply, Wellington Show Association Inc., Box 6141, Wellington. New Zealand.

1971 Specialized

Engineering, Electrical and Electronic including Radio and Television

SYDNEY: 4TH MACHINE TOOL EXHIBITION – October 14-23
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

SECTION IV

Trade Fairs and Exhibitions in the United Kingdom

1968 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 2-6. At Earls Court
* Apply, Smithfield Show Joint Committee, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 4-6. At Olympia.
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Building, Public Works and Construction Equipment

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES CONGRESS AND EXHIBITION – November 11-16. At Olympia
† Apply, Municipal Agency Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Chemicals and Allied Industries, including Plastics

LONDON: THE REINFORCED PLASTICS EXHIBITION – November 12-15. At Earls Court
† Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Clothing

LONDON AND PROVINCES: BRITISH FASHION WEEKS – October 9-November 30. Fashion Parades at various dates throughout the period
Apply, Mr. H. Goodier, MBE, FCA, Apparel and Fashion Industry's Association, 81 Wimpole Street, London W1M 7DB (Tel. 01-935 2951/7).

ALSO INCORPORATING: LONDON FASHION EXPORT WEEKS – October 21-November 2
* Apply, Clothing Export Council, 54 Grosvenor Street, London, SW1 (Tel. 01-493 8882).

Engineering, other

LONDON: ENGINEERING MATERIALS AND DESIGN EXHIBITION – December 2-6. At Olympia.
† Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Fancy Goods, Jewellery and Giftware

LONDON: 10TH WHOLESALE BUYERS' GIFTS FAIR – December 8-12. At Mount Royal Hotel, W1
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Essex (Tel. 01-599 0175/8).

Handicrafts

MANCHESTER: DO-IT-YOURSELF EXHIBITION – November 5-16. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3 (Tel. 061-832 6363).

Sports Goods and Camping Equipment, including Caravans

LONDON: 1968 INTERNATIONAL CARAVAN AND CAMPING EXHIBITION – November 6-16. At Earls Court
* Apply, Daily Mail, Exhibition Department, Temple House, Temple Avenue, London, EC4 (Tel. 01-353 6000).

LONDON: CAMPING AND SPORTS EQUIPMENT TRADE FAIR – November 10-14. At Alexandra Palace, N22
* Apply, Trades Exhibitions Ltd, Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

LONDON: BRITISH SPORTS TRADE FAIR – November 11-14. At Mount Royal Hotel, W1
† Apply, Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W1 (Tel. 01-437 7281).

Other Specialized Fairs

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 5-7. At Alexandra Palace, N22
* Apply, Illiffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

1969 General

EASTBOURNE: INSTITUTE OF PURCHASING AND SUPPLY MINIBITION – September 25-28. At Floral Hall
* Apply, Institute of Purchasing and Supply, York House, Westminster Bridge Road, London, SE1 (Tel. 01-928 1851).

1969 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

BELFAST: 102ND ANNUAL SHOW AND INDUSTRIAL EXHIBITION – May 21-24. At Balmoral Show Grounds
* Apply, Royal Ulster Agricultural Society, The Kings Hall, Balmoral, Belfast BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET: BATH AND WEST SHOW – May 28-31. At Shepton Mallet
* Apply, Major The Lord Darling, Bath and West and Southern Counties Society, 3 Pierrepont Street, Bath (Tel. Bath 3010 and 61465).

LONDON: WORLD FISHING EXHIBITION – May 28-June 3. At Olympia
† Apply, Commercial Exhibitions Ltd., The Towers, Shepherds Bush Road, London, W6 (Tel. 01-748 3071).

MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 10-12. At Permanent Showyard
* Apply Glynne Hastings, Secretary Three Counties Agricultural Society, Three Counties Showyard, Malvern, Worcestershire (Tel. Malvern 61731).

EDINBURGH: ROYAL HIGHLAND SHOW – June 17-20. At Ingliston
* Apply, The Royal Highland and Agricultural Society of Scotland, 8 Eglinton Crescent, Edinburgh, 12 (Tel. 031-225 6106/7).

NORWICH: ROYAL NORFOLK SHOW – June 25-26. At Showground, New Costessey
* Apply, Royal Norfolk Agricultural Association, Showground, Dereham Road, New Costessey, Norwich, NOR 45J, Norfolk (Tel. Costessey 2000).

KENILWORTH: ROYAL SHOW – July 1-4. At National Agricultural Centre
* Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, SW1 (Tel. 01-235 5323).

HARROGATE: GREAT YORKSHIRE SHOW – July 8-10. At Permanent Showground
* Apply, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York YO3 6RA (Tel. York 23166).

BUILTH WELLS: ROYAL WELSH SHOW – July 22-24. At Llanelwedd
* Apply, Royal Welsh Agricultural Society Ltd., Llanelwedd, Builth Wells, Breconshire (Tel. Builth Wells 3183).

LONDON: ROYAL INTERNATIONAL DAIRY SHOW – October. At Olympia
* Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W1 (Tel. 01-580 6903).

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 8-12. At Earls Court
* Apply, Smithfield Show Joint Committee, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 10-12. At Olympia
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Building, Public Works and Construction Equipment

LONDON: INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION – October 6-11. At Crystal Palace
† Apply, Industrial and Trade Fairs Ltd., Commonweath House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: INTERNATIONAL BUILDING EXHIBITION – November 13-25. At Olympia
† Apply, Building Trades Exhibition Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

Chemicals and Allied Industries including Plastics

LONDON: OCCA 21ST TECHNICAL EXHIBITION – March 24-28. At Alexandra Palace, N22
* Apply, Oil and Colour Chemists Association, Wax Chandlers Hall, Gresham Street, London, EC2 (Tel. 01-606 1439).

LONDON: EFFLUENT AND WATER TREATMENT EXHIBITION AND CONFERENCE – March 25-28. At Earls Court
* Apply, Thunderbird Enterprises Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL PLASTICS EXHIBITION – INTERPLAS – June 18-27. At Olympia
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Clothing

LONDON: BRITISH GLOVE FAIR – February 17-19. At Londoner Hotel, W1
* Apply, Glove Guild of Great Britain, 9 St. Thomas Street, London, SE1 (Tel 01-407 0471).

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION (IMBEX) – February 24-28. At Earls Court
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON AND PROVINCES: BRITISH FASHION WEEKS – March 31-May 30. Fashion parades at various dates throughout the period
Apply, Mr. H. Goodier, MBE, FCA, Apparel and Fashion Industry's Association, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915/7).

LONDON: 20TH PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – April 21-24. At Royal Institute Galleries, W1
Apply, Mr. H. Goodier, MBE, FCA, Teenage, Infants and Girls Fashion Fair Organisation, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915/7).

LONDON: 34TH JUNIOR FASHION FAIR – April 21-24. At RHS Old Hall, SW1
* Apply, National Childrens Wear Association, 40/42 Oxford Street, London, W1 (Tel. 01-636 1833).

BRIGHTON: MENSWEAR ASSOCIATION OF BRITAIN CONVENTION AND EXHIBITION – September 23-25. At Hotel Metropole
* Apply, Menswear Association of Britain Ltd., 293 Regent Street, London, W1 (Tel. 01-580 2918).

LONDON AND PROVINCES: BRITISH FASHION WEEKS – September 29-November 28. Fashion parade at various dates throughout the period
Apply, Mr. H. Goodier, MBE, FCA, Apparel and Fashion Industry's Association, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915/7).

LONDON: 35TH JUNIOR FASHION FAIR – October 20-23. At RHS Old Hall, SW1
Apply, National Children's Wear Association, 40/42 Oxford Street, London, W1 (Tel. 01-636 1833/4).

LONDON: 21ST PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 20-23. At Royal Institute Galleries, W1
Apply, Mr. H. Goodier, MBE, FCA, Teenage, Infants and Girls Fashion Fair Organisation, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915/7).

Display and Shop Equipment

LONDON: INTERNATIONAL DISPLAY MARKET WEEK – February 24-27. At Grosvenor House, Park Lane, W1
* Apply, The National Display Equipment Association, Lennig House, Mason's Avenue, Croydon, CR9 3LL, Surrey (Tel. 01-686 1047/8/9).

Engineering, Electrical and Electronic, including Radio and Television

LONDON: LIGHTSHOW – January 13-17. At Olympia
* Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL ELECTRONIC PRODUCTION EQUIPMENT EXHIBITION – ELPEX – March 10-14. At Earls Court
Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1 (Tel. 01-437 1622).

HARROW-ON-THE-HILL: 21ST INTERNATIONAL PUBLIC ADDRESS EXHIBITION – March 13-17. At Kings Head Hotel
* Apply, Mr. A. J. Walker, Association of Public Address Engineers, 394 Northolt Road, South Harrow, Middlesex (Tel. 01-422 4825).

LONDON: LABEX INTERNATIONAL 1969 – March 25-29. At Earls Court
† Apply, UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, EC4 (Tel. 01-353 6444).

LONDON: INTERNATIONAL LONDON ELECTRONIC COMPONENTS SHOW – May 20-23. At Olympia
* Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1 (Tel. 01-437 1622).

HARROGATE: THE MAJESTIC EXHIBITION OF FINE LIGHTING – July 14-18. At Majestic Hotel
* Apply, Decorative Lighting Manufacturers and Distributors Association, 25/27 Dalling Road, London, W6 (Tel. 01-748 0200).

Engineering, Other

LONDON: AUTOMATIC VENDING EXHIBITION – January 7-10. At Grosvenor House, Park Lane, W1
Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

LONDON: LONDON INTERNATIONAL ENGINEERING AND MARINE EXHIBITION AND THE INTERNATIONAL WELDING EXHIBITION – April 22-30. At Olympia
† Apply, F. W. Bridges & Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: INTERNATIONAL CHEMICAL AND PETROLEUM ENGINEERING EXHIBITION – April 22-30. At Earls Court
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: MINING AND METALLURGICAL EXHIBITION – May 5-8. At Alexandra Palace, N22
Apply, Brintex Exhibition Organisers Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200, Ext. 125).

LONDON: INTERNATIONAL SHEET METAL EXHIBITION – July 7-10. At Olympia
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

LONDON: INTERNATIONAL RECLAMATION AND DISPOSAL EXHIBITION – July 14-18. At Olympia
† Apply, Maclaren & Sons Ltd., Davis House, 69/77 High Street, Croydon, Surrey (Tel. 01-688 7788).

LONDON: INTERNATIONAL FILTRATION AND SEPARATION EXHIBITION – September 23-26. At Olympia
Apply, Filtich Exhibitions Ltd., 1 Katharine Street, Croydon, CR9 1LB (Tel. 01-686 6339).

LONDON: EIA 22ND ENGINEERING EXHIBITION – October 14-17. At RHS New Hall, SW1
* Apply, Engineering Industries Association, 3-7 Portman Square, London, W1 (Tel. 01-935 2241).

LONDON: 3RD ENGINEERING INSPECTION AND QUALITY CONTROL EXHIBITION AND CONFERENCE (INSPEX '69) – November 10-13. At Royal Horticultural Halls, SW1
* Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo London, SE1 (Tel. 01-928 3388).

LONDON: INTERNATIONAL LUBRICATION AND TRIBOLOGY EXHIBITION – November 25-28. At RHS New Hall, SW1
Apply, UTP Exhibitions Ltd., 3 Racquet Court, London, EC4 (Tel. 01-353 6444).

Fancy Goods, Jewellery and Giftware

LONDON: INTERNATIONAL GIFTS AND FANCY GOODS EXHIBITION – GIFTSHOW – January 13-17. At Olympia
Apply, Brintex Exhibition Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

BLACKPOOL: 20TH INTERNATIONAL GIFTS FAIR – February 2-6. At Winter Gardens, Talbot Hall, Metropole and Imperial Hotels
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Romford, Essex (Tel. 01-599 0175/8).

LONDON: 11TH WHOLESALE BUYERS GIFTS FAIR – December 7-11. At Mount Royal Hotel, W1
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Romford, Essex (Tel. 01-599 0175/8).

Foodstuffs, Food Machinery, Hotel and Catering Equipment

GLASGOW: SCOTTISH LICENSED TRADE HOTEL AND CATERING EXHIBITION (SCOTTISH HOSPITALITY) – March 3-7. At Kelvin Hall
* Apply, Trade and Technical Exhibitions (Scotland) Ltd., Dorset Buildings, Salisbury Square, London, EC4 (Tel. 01-353 1555).

LONDON: THE LICENSED VICTUALLERS FAIR – March 10-14. At Earls Court
* Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

GLASGOW: SCOTLAND'S FOOD EXHIBITION – March 11-22. At Kelvin Hall
* Apply, Scottish Trades Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester 3 (Tel. 061-832 6363).

LONDON: INTERNATIONAL DELICATESSEN EXHIBITION – April 21-24. At RHS Halls, SW1
* Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

LONDON: INTERNATIONAL BAKERS' AND CONFECTIONERS' EXHIBITION – September 6-11. At Olympia
* Apply, The Trades Markets and Exhibitions Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

MANCHESTER: FOOD, COOKERY AND CATERING EXHIBITION – September 9-20. At City Hall
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3 (Tel. 061-832 6363).

Footwear

BLACKPOOL: SLIPPER FAIR – January 20-22. At Imperial Hotel
* Apply, Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

LONDON: AUTUMN SHOES EXHIBITION – March 23-26. At Hotel Russell, W1
* Apply, Shoe and Leather News (Exhibitors) Ltd., 84/88 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

LONDON: SPRING SHOES EXHIBITION – October 5-8. At Mount Royal Hotel, W1
* Apply, British Footwear Manufacturers Federation, 72 Dean Street, London, W1 (Tel. 01-437 5573).

Furniture, Furnishings, Household Equipment and Hardware

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – January 27-31. At Olympia
* Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks (Tel. High Wycombe 21391/2).

LONDON: INTERNATIONAL FURNITURE SHOW – January 27-February 8. At Earls Court
* Apply, BMF Exhibitions Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERINGS FAIR (CARPEX) – February 24-28. At Earls Court
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: "DAILY MAIL" IDEAL HOME EXHIBITION – March 4-29. At Olympia
* Apply, Associated Newspapers Ltd., Carmelite House, Carmelite Street, London, EC4 (Tel. 01-353 6000).

MANCHESTER: "EVENING NEWS AND CHRONICLE" BRIGHTER HOMES EXHIBITION – March 11-29. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall Deansgate, Manchester, 3 (Tel. 061-832 6363).

NEWCASTLE-UPON-TYNE: 4TH TYNESIDE HOTEL, INDUSTRIAL CATERING AND LICENSED VICTUALLERS EXHIBITION – April 22-25. At High Gosforth Park
* Apply, Slade Promotions Ltd., 52 Shaftesbury Avenue, London, W1 (Tel 01-437 4260 and 01-734 7400).

LONDON: INTERNATIONAL CONTRACT FURNISHING AND INTERIOR DECOR EXHIBITION – May 13-16. At Olympia
* Apply, Westbourne Exhibitions Ltd., Crown House, Morden, Surrey (Tel. 01-540 1101).

MANCHESTER: 1969 BFM MANCHESTER EXHIBITION – August 11-14. At Belle Vue and City Hall
Apply, BFM Exhibitions Ltd., 17 Berners Street, London, W1 (Tel. 01-580 5115).

HARROGATE: THE NORTHERN FLOOR COVERINGS FAIR – September 9-12. At The Exhibition Centre
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Handicrafts

LONDON: 17TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – August 29-September 13. At Olympia
* Apply, A. J. Kreps, Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

LONDON: 5TH DIY TRADEX – September 2, 3, 4, and 9, 10, and 11. At Olympia
* Apply, A. J. Kreps, Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

MANCHESTER: MANCHESTER "EVENING NEWS AND CHRONICLE" DO-IT-YOURSELF EXHIBITION – November 11-22. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3 (Tel. 061-832 6363).

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1969 15th INTERNATIONAL HARDWARE TRADES FAIR
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Heating and Ventilating

MANCHESTER: 4TH INDUSTRIAL PROCESS HEATING EXHIBITION AND CONFERENCE (HEATEX '69) – June 2-6. At Belle Vue
* Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1. (Tel. 01-928 3388).

MANCHESTER: 9TH NATIONAL DOMESTIC HEATING AND INSULATION IN-THE-HOME EXHIBITION – September 16-20. At Free Trade Hall
* Apply, John Clarke (Press Representations) Ltd., 11/13 Bridge Street West, Manchester 3 (Tel. 061-834 6182 and 4370).

Hospital, Medical, Surgical and Dental Equipment

LONDON: INTERNATIONAL MEDICAL ENGINEERING AND AUTOMATION EXHIBITION – MEDIA 69 – March 10-14. At Earls Court
† Apply, Industrial Exhibitors Ltd., 9 Argyll Street, London, W1. (Tel. 01-437 1622).

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT AND MEDICAL SERVICES EXHIBITION – June 2-6. At Olympia
† Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1. (Tel. 01-734 0855).

BLACKPOOL: ASSOCIATION OF PUBLIC HEALTH INSPECTORS CONFERENCE AND EXHIBITION – September 17-20. At Winter Gardens
* Apply, Municipal and Industrial Exhibitions Ltd., 3 Clements Inn, London, WC2. (Tel, 01-242 1200).

LONDON: THE BRITISH DENTAL TRADE EXHIBITION – October 8-12. At Alexandra Palace, N22
* Apply, The British Dental Trade Association, 14 Clifford Street, New Bond Street, London, W1. (Tel. 01-493 0844).

Laundry and Allied Services

LONDON: INTERNATIONAL COIN-OPERATED LAUNDRY, DRY CLEANING AND ALLIED TRADES EXHIBITION – April 21-26. At Earls Court
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, New Oxford Street, London, WC1. (Tel. 01-242 9011).

Leather, Leather Goods and Fur

LONDON: LEATHERGOODS, LUGGAGE AND HANDBAG FAIR – February 9-13. At Mount Royal Hotel, W1
* Apply, The Leather Institute, Leather Trade House, 9 St. Thomas Street, London, SE1. (Tel. 01-407 1582).

Motor Vehicles, Motor Cycles and Cycles

LONDON: INTERNATIONAL RACING CAR SHOW – January 8-18. At Olympia
† Apply, A. A. Goode, Racing Car Show Joint Committee, Exhibition Department, 21-24 Grosvenor Place, London, SW1. (Tel. 01-235 6611).

BRIGHTON: 1969 INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – April 5-12. At Metropole Exhibition Hall.
* Apply, British Cycle and Motor Cycle Industries Association Ltd., Starley House, Eaton Road, Coventry. (Tel. Coventry 27427).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 15-25. At Earls Court
* Apply, Society of Motor Manufacturers and Traders, Exhibition Department, 21-24 Grosvenor Place, London, SW1. (Tel. 01-235 6611).

GLASGOW: SCOTTISH MOTOR SHOW – November. At Kelvin Hall
† Apply, Scottish Motor Trade Association Ltd., 3 Palmerston Place, Edinburgh 12. (Tel. 031-225 3643).

Music and Musical Instruments

LONDON: BRITISH MUSICAL INSTRUMENT TRADE FAIR – August 17-21. At Russell Hotel, WC1
* Apply, Association of Musical Instrument Industries, 8 Hollywood Way, Woodford Green, Essex. (Tel. 01-527 1171).

Office Machinery and Equipment

LONDON: BUSINESS EFFICIENCY EXHIBITION – October 1-9. At Olympia
† Apply, Business Equipment Trade Association, 109 Kingsway, London, WC2. (Tel. 01-405 6233).

Packaging Machinery and Materials including Containers

LONDON: INTERNATIONAL FREIGHT CONTAINER AND CONTAINER HANDLING EXHIBITION – September 22-26. At Earls Court.
† Apply, Iliffe Exhibition Ltd., Dorset House, Stamford Street, London, SE1. (Tel. 01-928 3333) or The Society of Motor Manufacturers and Traders, Exhibition Department, 21-24 Grosvenor Place, SW1. (Tel. 01-235 6611).

Photographic Equipment

LONDON: 4TH INTERNATIONAL REPROGRAPHIC EXHIBITION – REPRO 69 – March 10-14. At Earls Court
* Apply, Industrial Exhibitors Ltd., 9 Argyll Street, London, W1. (Tel. 01-437 1622).

LONDON: THE INTERNATIONAL AUDIO AND PHOTOCINE FAIR – October 16-21. At Olympia
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333) or C. Rex Hassan and Associates, 4 Manchester Street, London, W1 (Tel. 01-486 2080).

Printing, Stationery and Printing Machinery

LONDON: STATIONERY INDUSTRY EXHIBITION – STATINDEX – January 27-31. At Olympia
* Apply, The British Stationery and Office Equipment Association, 6 Wimpole Street, London, W1. (Tel. 01-580 9256).

Scientific Instruments and Nuclear Equipment

BRIGHTON: THE INTERNATIONAL OCEANOLOGICAL EQUIPMENT AND SERVICES EXHIBITION – February 18-21. At Exhibition Halls.
Apply, BPS Exhibitions Ltd., 6 London Street, London, W2 (Tel. 01-723 6672/3084).

LONDON: THE PHYSICS EXHIBITION – March 10-13. At Alexandra Palace, N.22
* Apply, The Exhibitions Officer, The Institute of Physics and The Physical Society, 47 Belgrave Square, London, SW1. (Tel. 01-235 6111).

Ships and Boats

LONDON: INTERNATIONAL BOAT SHOW – January 1-11. At Earls Court
* Apply, National Boat Shows Ltd., 31 Great Queen Street, London, WC2. (Tel. 01-405 7481).

BIRMINGHAN: BOAT AND LEISURE LIFE EXHIBITION – February 15-March 1. At Bingley Hall
* Apply, Birmingham Boat Shows Ltd., 28 Colmore Circus, Birmingham 2. (Tel. 021-236 3366).

Sports Goods and Camping Equipment, including Caravans

LONDON: CAMPING AND OUTDOOR LIFE EXHIBITION (COLEX) – January 29-February 8. At Olympia
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2. (Tel. 01-262 2886).

LONDON: 5TH ANNUAL CAMPING AND SPORTS EQUIPMENT TRADE FAIR – November 10-14. At Alexandra Palace, N.22
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2. (Tel. 01-262 2886).

LONDON: 1969 INTERNATIONAL CARAVAN AND CAMPING EXHIBITION – November 12-22. At Earls Court
* Apply, Associated Newspapers Ltd., Carmelite House, Carmelite Street, London, EC4. (Tel. 01-353 6000).

Toys and Games

HARROGATE: INTERNATIONAL TOY FAIR – January 11-16. At various venues
* Apply, The Secretary, Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, EC2. (Tel. 01-606 8921).

LONDON: AMUSEMENT TRADES EXHIBITION – January 14-16. At Alexandra Palace, N.22
* Apply, Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, WC2. (Tel. 01-930 2524).

BRIGHTON: 16TH BRITISH TOY FAIR – January 26-30. At various venues
* Apply, J. A. Glanfield, British Toy Fair (International) Ltd., Regent House, 89 Kingsway, London, WC2. (Tel. 01-242 9158).

Watches and Clocks

LONDON: 12TH INTERNATIONAL WATCH AND JEWELLERY TRADE FAIR – September 15-19. At Earls Court
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1. (Tel. 01-242 9011).

Other Specialized Fairs

LONDON: THE LONDON INTERNATIONAL INVENTIONS AND NEW PRODUCTS EXHIBITION AND CONFERENCE (LINPEX '69) – January 6-11. At Royal Horticultural Halls, SW1
* Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1. (Tel. 01-928 3388).

LONDON: 'STAMPEX', BRITAIN'S NATIONAL STAMP EXHIBITION – March 5-13. At RHS New Hall, SW1
* Apply, Philatelic Traders Society Ltd., 27 John Adam Street, London, WC2. (Tel. 01-930 6465/6).

LONDON: THE 10TH SPRING ANTIQUES FAIR – March 19-29. At Chelsea Old Town Hall
* Apply, Antique Dealers (Exhibitors and Organizers) Ltd., 21 George Street, St. Albans, Herts. (Tel. St. Albans 56069).

MANCHESTER: PORTS AND TERMINALS '69 THE INTERNATIONAL FREIGHTING EXHIBITION AND CONFERENCE – April 14-18. At Belle Vue
† Apply, Maclean, Hunter Ltd., 30 Old Burlington Street, London, W1. (Tel. 01-437 0644).

HARROGATE: 1969 BRITISH PET TRADE FAIR – April 27-29. At Exhibition Centre
* Apply, Mr. John Yates, John Yates Publications, 53 Spring Gardens, Manchester, 2. (Tel. 061-236 3725).

LONDON: THE ANTIQUE DEALERS' FAIR AND EXHIBITION – June 11-26. At Grosvenor House, Park Lane, W.1
* Apply, John Stanford, Organizing Secretary, Antique Dealers Fair and Exhibition, Grosvenor House, Park Lane, London, W1. (Tel. 01-499 6363).

LONDON: EXPORT SERVICES EXHIBITION – September 8-12. At Olympia
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1. (Tel. 01-405 5171).

LONDON: 19TH AUTUMN ANTIQUES FAIR – September 17-27. At Chelsea Old Town Hall
* Apply, Antique Dealers (Exhibitors and

Organizers) Ltd., 21 George Street, St. Albans, Herts. (Tel. St. Albans 56069).

HARROGATE: 19TH NORTHERN ANTIQUE DEALERS' FAIR – September. At Royal Hall
* Apply, The Secretary, Northern Antique Dealers Fair Ltd., 408 Leeds Road, Bradford 3. (Tel. Bradford 23223).

LEEDS: THE CLUB TRADE FAIR – October 14-18. At Queens Hall
* Apply, UTP Exhibitions Ltd., Racquet Court, Fleet Street, London, EC4. (Tel. 01-353 6444).

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 4-6. At Alexandra Palace, N.22
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1. (Tel. 01-928 3333).

1970 Specialized

Building, Public Works and Construction Equipment

LONDON: PUBLIC WORKS AND MUSICAL SERVICES EXHIBITION – November 16-21. At Olympia
† Apply, Municipal Agency Ltd., 3 Clement's Inn, London, WC2. (Tel. 01-242 1200).

Clothing

LONDON: INTERNATIONAL CLOTHING TRADE EXHIBITION – September 15-19. At Olympia
† Apply, UTP Exhibitions Ltd., Racquet Court, Fleet Street, London, EC4. (Tel. 01-353 6444).

Engineering, Electrical and Electronic, including Radio and Television

LONDON: LIGHTSHOW – January 19-23. At Olympia
* Apply, Technical Exhibitions Ltd., 3 Clement's Inn, London, WC2. (Tel. 01-242 1200).

LONDON: ELECTRICAL ENGINEERS EXHIBITION – April 8-15. At Earls Court
† Apply, Electrical Engineers (ASEE) Exhibitions Ltd., 6 Museum House, 25 Museum Street, London, WC1. (Tel. 01-636 3450).

Engineering, Other

LONDON: INTERNATIONAL WIRE EXHIBITION – April 26-30. At Olympia
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1. (Tel. 01-405 5171).

LONDON: MECHANICAL HANDLING EXHIBITION – May 5-15. At Earls Court
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1. (Tel. 01-928 3333).

LONDON: THE GAUGE AND TOOL AND POWER PRESS EXHIBITION – May 27-June 5. At Olympia
Apply, The Gauge and Tool Makers' Association, Standbrook House, 2/5 Old Bond Street, London, W1. (Tel. 01-493 3451).

LONDON: INDUSTRIAL FINISHING AND ANTI-CORROSION EXHIBITION – June 1-5. At Earls Court
† Apply, Technical Exhibitions Ltd., 3 Clement's Inn, London, WC2. (Tel. 01-242 1200).

LONDON: INTERNATIONAL PIPES AND PIPELINE ENGINEERING EXHIBITION – June 1-5. At Earls Court
† Apply, Technical Exhibitions Ltd., 3 Clement's Inn, London, WC2. (Tel. 01-242 1200).

LONDON: FLUID POWER INTERNATIONAL EXHIBITION – September 13-18. At Olympia
† Apply, Commercial Exhibitions Ltd., The Tower, 229/243, Shepherds Bush Road, Hammersmith, London, W6. (Tel. 01-748 3071).

Heating and Ventilating

LONDON: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – April 20-25. At Olympia
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1. (Tel. 01-437 1622).

Hospital, Medical, Surgical and Dental Equipment

LONDON: BIO-MEDICAL ENGINEERING EXHIBITION – May 12-15. At R.H.S. New Hall, S.W.1
† Apply, UTP Exhibitions Ltd., Racquet Court, Fleet Street, London, EC4. (Tel. 01-353 6444).

Packaging Machinery and Materials including Containers

LONDON: 4TH INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 1-5. At Olympia
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1. (Tel. 01-405 5171).

LONDON: INTERNATIONAL PACKAGING EXHIBITION – June 22-26. At Earls Court
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1. (Tel. 01-242 9011).

Printing, Stationery and Printing Machinery

LONDON: INTERNATIONAL OFFSET-LITHO EXHIBITION – INTERLITH – April 14-17. At Olympia
† Apply, Technical Exhibitions Ltd., 3 Clement's Inn, London, WC2. (Tel. 01-242 1200).

Ships and Boats

LONDON: SHIPS GEAR INTERNATIONAL '70 – July 13-17. At Olympia
Apply, Municipal and Industrial Exhibitions Ltd., 3 Clement's Inn, London, WC2. (Tel. 01-242 1200).

Other Specialized Fairs

LONDON: LONDON INTERNATIONAL STAMP EXHIBITION (PHILYMPIA 1970) – September 19-26. At Olympia.
Apply, The London International Stamp Exhibition, 41 Devonshire Place, London, W1. (Tel. 01-486 1044).

1971 Specialized

Printing, Stationery and Printing Machinery

LONDON: INTERNATIONAL PRINTING, MACHINERY AND ALLIED TRADES EXHIBITION – IPEX – July 13-24. At Olympia and Earls Court
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, New Oxford Street, London, WC1. (Tel. 01-242 9011).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of September 13 issue.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate. Newcastle-upon-Tyne, 1. (Newcastle 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (Leeds 38232 - Telex Econ Plan 55472 - message to be prefixed For COI)

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (Waterloo 2371 - Telex 22737/8)

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading. (Reading 55621 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, BS1 2NE (Bristol 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 - Telex 33376)

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 - Telex 49327).

The Board of Trade

Export Service Bulletin

posted direct to subscribers daily, Monday to Friday inclusive, provides up to the minute information.

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Market Pointers — Export Opportunities
Market Reports — Calls for Tenders
General notices

A Quarterly Supplement 'World Economic Comments' is also published. This gives short summaries of the general economic and commercial climate in most world markets.
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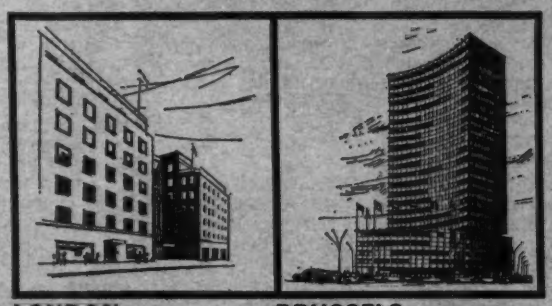

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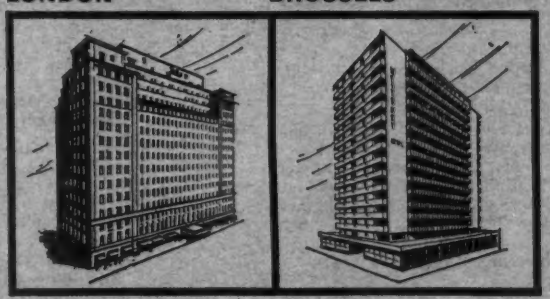

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Table 6. Index numbers of industrial production

Seasonally adjusted. 1963 = 100

	Industrial countries	United States	European OECD	United Kingdom	EEC	France	German Federal Republic	Italy	Japan
1962	95	95	95	96	95	96	96	92	90
1963	100	100	100	100	100	100	100	100	100
1964	107	106	107	107	107	108	109	100	116
1965	114	115	112	110	111	109	115	106	120
1966	123	126	117	112	117	117	116	118	136
1967	126	127	119	111	119	119	115	128	162
1963 1st quarter	96	97	96	96	95	93	96	96	93
2nd quarter	100	100	100	98	100	100	100	100	98
3rd quarter	101	101	102	101	102	102	101	102	103
4th quarter	103	102	104	104	104	104	103	103	108
1964 1st quarter	105	104	106	106	106	107	106	104	111
2nd quarter	107	106	107	106	106	108	108	101	114
3rd quarter	108	103	107	107	107	107	109	99	118
4th quarter	110	109	109	109	108	107	111	101	120
1965 1st quarter	112	113	110	110	109	106	114	101	120
2nd quarter	114	114	111	110	111	108	114	105	119
3rd quarter	115	116	112	110	111	110	114	107	120
4th quarter	117	118	114	111	114	113	115	110	122
1966 1st quarter	121	123	116	113	116	114	118	114	126
2nd quarter	122	125	117	112	117	116	118	117	132
3rd quarter	124	127	117	112	117	119	116	120	139
4th quarter	125	128	117	110	117	119	114	122	146
1967 1st quarter	124	126	117	110	117	119	111	127	151
2nd quarter	124	125	117	110	117	118	110	128	157
3rd quarter	126	127	118	110	118	120	114	125	166
4th quarter	128	128	122	113	123	123	120	131	174
1968 1st quarter	130	130	123	115	124	125	119	133	177
2nd quarter	131	132	122	115	122	105	126	136	187

Source: OECD.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, October 25, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Pathe Pictorial Series 716/728:					
Pathe Pictorial No. 722	Br/E 33580	8	October 23	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 723	Br/E 33581	9	October 23	" "	" "
Pathe News 68-85	Br/E 33415	8	October 25	" "	" "
Pathe News 68-86	Br/E 33416	8	October 25	" "	" "
Movietone News 2054	Br/E 33363	8	October 25	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2054A	Br/E 33364	10	October 25	" "	" "
FOREIGN					
Angelique – The Road to Versailles	F 33579	100	October 21	Butcher's Film Distributors Ltd.	Francos Films and CICC Films Borderie, Paris, Gloria Film, Munich and Fono-Roma, SpA, Rome.
House of Cards	F 33582	105	October 25	Rank Film Distributors Ltd.	Universal International Films Inc.
Journey to Shiloh	F 33583	81	October 25	" "	" "

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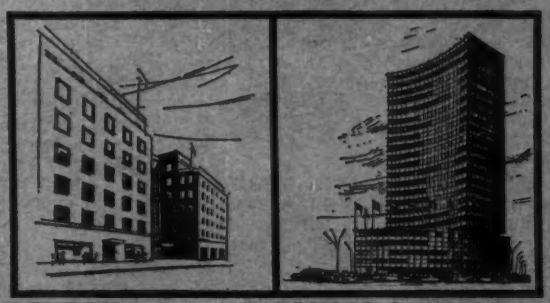

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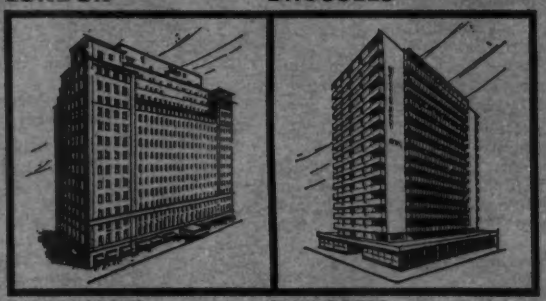

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Record year for overseas visitors

NEARLY 463,000 foreign visitors came to Britain in August – 59,000 more than in the same month last year – bringing the total of foreign tourists in the first eight months of this year to more than 2,271,000 – a rise of 268,000 (13 per cent) on the same period of record-breaking 1967.

This is reported by the British Travel Association.

European arrivals in August numbered 279,000. This was an increase of more than 41,000 on the month and brought the total number of visitors from European countries in the first eight months to 1,431,000 – a rise of 198,000 (16 per cent) on the period.

Visitors from the United States in August totalled over 143,000 – an increase of 6,000 on the same month last year. They brought total United States arrivals in the first eight months to 647,000, which was a rise of 29,000 (5 per cent) on the period.

Foreign travel and tourism in 1967– corrections

THE FOLLOWING corrections should be made to the figures in the tables named, of the Foreign Travel and Tourism article, published in the *Board of Trade Journal* of October 4:

Table 5. Number of visits and expenditure of overseas visitors analysed by area of permanent residence and purpose of visit, air and sea routes separately, for each calendar quarter of 1967.
Number of visits (000) ALL ROUTES, Rest of World
4th quarter Purpose Other
Delete 88 Substitute 83

Table 6. Overseas visitors: distribution of visits and expenditure by area cross-analysed by purpose of visit, 1967.
Number of visits, purpose Other, Other Sterling
Delete 35 Substitute 36

Table 7. Overseas visitors: Average length of stay in the United Kingdom and average expenditure per day and per visit by area of permanent residence, and by purpose of visit.
Average length of stay, 1965, North America
Delete 41.7 Substitute 14.7
Average expenditure per day, 1964 and 1965
Delete entries under Year, Holiday and Business

Substitute	Year	Holiday	Business
1964	2.9	3.1	6.9
1965	2.8	3.4	6.6

Average expenditure per visit, 1964 and 1965
Delete entries under Year, Holiday, Business and Other

Substitute	Year	Holiday	Business	Other
1964	57.7	56.2	64.4	55.6
1965	52.9	54.0	59.8	46.6

Table 9. Number of visits and expenditure of United Kingdom residents analysed by main country visited, 1964 to 1967.
Principal country visited
Delete German Federal Republic and Western Germany
Substitute German Federal Republic and West Berlin

Table 11. Number of visits of United Kingdom residents analysed area visited and purpose of visit, air and sea routes separately, 1967
Other non-sterling area, ALL ROUTES, Total
Delete 155 Substitute 165
Sea, Holiday Total line, Total column
Delete 266 (1) Substitute 2661 (1)

Table 13. United Kingdom residents: distribution of visits and expenditure by area visited cross-analysed by purpose of visit, 1967.
Number of visits, All Areas, All
Delete (1)
Insert (1) against 7202 in next line
Expenditure, Business, Other sterling, Business
Delete 28, substitute 26.

Orders, deliveries, production and exports in the engineering industries in August

In the review of engineering statistics for August on page 1128-1130 of last week's Board of Trade Journal, *the introduction was inadvertently omitted. It is reproduced below.*

THE MINISTRY of Technology reports that first estimates for August show that export net new orders are still doing well with the latest level up even on the high average July figure. The average level over the last three months is just above the record figure for the first quarter of the year and 1968 so far shows an 8 per cent increase over the average 1967 level of orders.

Orders on hand show opposing trends with the export order book climbing while home orders continue to decline. Total orders on hand also dropped in August and are now 4 per cent below the level for the end of 1967.

In the engineering industries group which includes some vehicles in addition to mechanical and electrical engineering (covered by Tables 2 and 3 and the charts) the trend of total deliveries shows a slight fall whilst net new orders show a slight rise.

Export deliveries in July and August are down below the high level of the second quarter of the year, but are still satisfactory.

The level of deliveries for 1968 so far shows a 6 per cent rise over the 1967 level.

Home deliveries show a decline during the recent months but the general trend, as shown on the chart, shows little change. Home deliveries for 1968 so far show a 1 per cent increase over 1967.

The latest export net new orders figures show a rising trend over recent months and the position remains encouraging. Home net new orders remain fairly flat and have changed little throughout the year. Although the level for 1968 so far is slightly above that for 1967 there is no sign as yet of any upturn in orders from the home market.

Production in the mechanical and electrical engineering industries shows little change in July and August (Table 1). The average level of production over the period June to August is 1 per cent higher than the preceding three months but there is as yet no signs of any strong recovery in output.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for August 1968, prepared by the Ministry of Commerce is 134 (1963=100). This is 12 points higher than for July 1968 and 10 points higher than for August 1967.

The index numbers for the main industrial groups with the increase or decrease on August 1967 shown in brackets are: textiles 142 (+18 points); clothing 106 (+14); engineering and metals 114 (−1); food, drink and tobacco 117 (+7); timber and furniture 124 (−1); mineral products 136 (+2); other manufacturing industries 189 (+30); gas, electricity and water 117 (+7).

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Cranes for April-June 1968.

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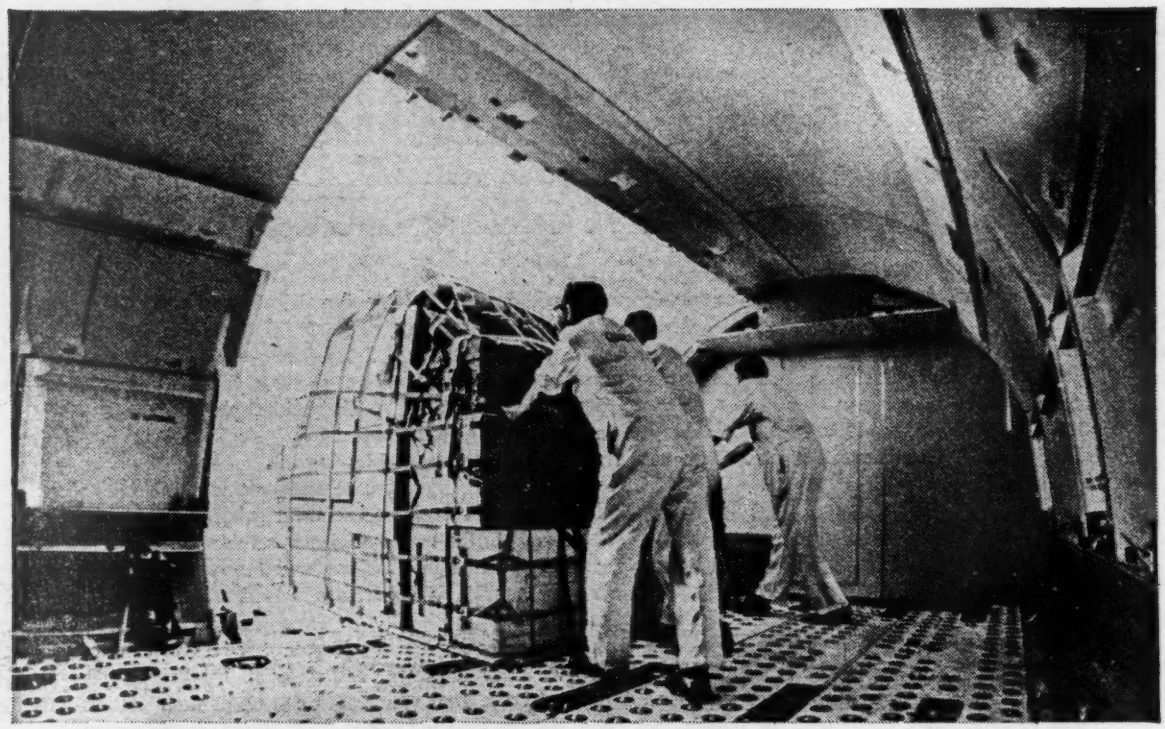

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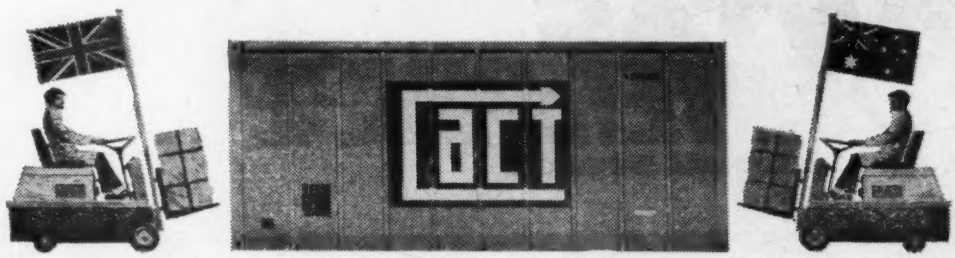

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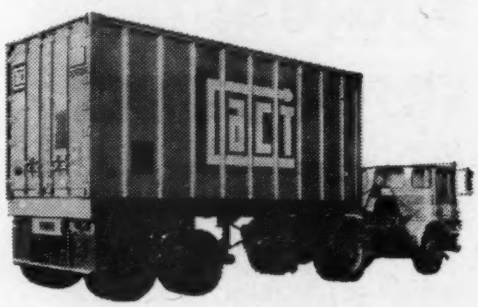

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Exhibitions and Fairs

Lord Brown speaks on technical collaboration at Bucharest exhibition

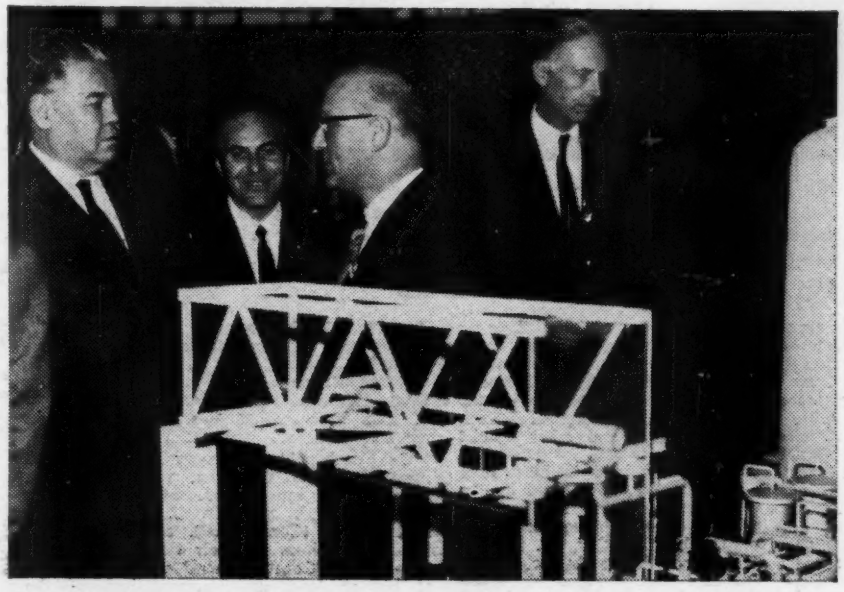
'THE RUMANIAN GOVERNMENT has told us that they need more British advanced technology,' said Lord Brown, Minister of State, Board of Trade, at the opening of the British Industrial Exhibition in Bucharest on October 17. Lord Brown was stressing the importance which British exhibitors should attach to the recent agreement on technical collaboration with Rumania, and went on to say that Rumania wanted British technology to increase the sophistication of its industrial output. 'It wants to form licence agreements with British firms,' said Lord Brown, 'but it will be unable to do so unless such agreements contain provisions which will, by one means or another, enable Rumania to earn the foreign currency which they require to pay the cost of acquiring this technology.' Some companies tended to be worried about the complexities of such deals, but the future of world trade was going to be much more in terms of technological exchanges and the trade resulting from them than had been the case in the past.

Lord Brown went on to say: 'We in Britain are not able at present to purchase a sufficient volume of Rumanian produce to enable Rumanian industry to afford the cost in foreign currency of the purchase, on an expanding scale, of our know-how. We must not let this halt the development of technological agreements and British companies must therefore adopt the sort of flexible and yet profitable arrangements which will overcome this problem.'

Earlier, Lord Brown had said that the size and scale of the exhibition – the largest exhibition of British industrial equipment which the Board of Trade had supported anywhere in 1968 – illustrated both the rapid progress of industrialization in Rumania and the rapidly growing trade between Great Britain and Rumania. 'For example,' said Lord Brown, 'The value of trade between us for the first six months of 1968 exceeds the total of trade in 1966. I hope we shall reach the £50 million mark this year.'

The exhibition was officially declared open by Mr. Gheorghe Radulescu, Vice-President of the Council of Ministers of the Socialist Republic of Rumania, and the opening speech was delivered by Mr. Gheorghe Cioara, Rumanian Minister of Foreign Trade. In welcoming the 400 British exhibiting companies Mr. Cioara said: 'The massive participation of the British firms in the exhibition represents an impressive effort and demonstrates the interest in the development of the economic, technical and scientific exchanges with our country. I assure you that we reciprocate this interest.'

Mr. Radulescu and Mr. Cioara, who were accompanied by the Minister for Machine Building, Mr. Mihai Marinescu, and the Minister for Forest Economy, Mr. Mihai Suder, spent an hour and a half touring the stands at the British Exhibition and meeting exhibitors. The Rumanian ministers all said they were impressed by the high quality of many of the exhibits on display and promised that large numbers of their specialists from the various industrial ministeries, technical institutes and state foreign trading enterprises would visit the exhibition for detailed discussions with the exhibitors.



Mr. Gheorghe Radulescu, Rumanian Vice-President of the Council of Ministers (left), stops to speak to Mr. J. H. Brandler, managing director of Petrocarbon Developments Limited, who exhibited at the British Industrial Exhibition in Bucharest. Sir John Chadwick, British Ambassador to Rumania, is on the extreme right. In the foreground is a model of the largest hydrogen recovery plant in the world built by Petrocarbon for ICI at Billingham. Petrocarbon Developments have built and are currently building five plants in Rumania – total value £1½ million.

When the exhibition, organized by Industrial and Trade Fairs International Limited with assistance from the Board of Trade, was opened to the public during the afternoon long queues formed at the entrance and it remained packed throughout the day. The exhibition in which £750,000 worth of exhibits from a wide range of capital goods industries were on display, remained open until October 27.

It was sponsored by the East European Trade Council, whose chairman, Mr. Alexander Ross, presided at the opening ceremony.

Mr. Alexander Ross reports back on Bucharest

Mr. Ross was interviewed at London Airport on his return from the exhibition on October 28. He said that Rumanian buyers had been very impressed and pleased in what they saw. Exhibits represented those goods in which they were most interested. The main reason for this, Mr. Ross went on to say, was that the EETC in conjunction with the Rumanian authorities and the organizers, had, before the exhibition took place, made available to exhibitors shopping lists classified in 26 sections of product requirements.

Exhibitors to whom he had spoken expressed their satisfaction at the high quality of attendance, the number of serious inquiries and the fact that they were in deep negotiation with Rumanian buyers. In all these matters the complete co-operation of the Rumanian Chamber of Commerce was received.

The final attendance figure at the exhibition was 138,851 including over 14,850 representatives of Ministries, State foreign trading organizations, technical design planning institutes and factories throughout Rumania.

Automation theme at Dusseldorf INTERKAMA

A report from the British Consulate-General, Dusseldorf

Mr. C. H. Goode (left) of K.D.G. Instruments Ltd., welcomes Sir Roger Jackling, British Ambassador to Germany, to his company's stand at the Interkama exhibition, Düsseldorf. Centre is Herr J. W. Spies, Commercial Officer at the British Consulate-General, Düsseldorf.

ON OCTOBER 9 the 4th International Congress and Exhibition for Instrumentation and Automation (INTERKAMA) was opened in Düsseldorf by the Federal Minister for Scientific Research, Dr. Gerhard Stoltenberg, in the presence of the Oberbürgermeister of Düsseldorf, Herr Willy Becker, and other official dignitaries.

Like the 3rd Congress held in Düsseldorf in 1965, this exhibition was organized by the Düsseldorfer Messegesellschaft m.b.H. (NOWEA) in conjunction with the Zentralverband der Elekronischen Industrie e.v. (ZVEI), Verband der Deutschen Feinmechanischen und Optischen Industrie e.v. and other trade associations and took place from October 9 to 15 at the Düsseldorf Fair Grounds. As in previous years, the event was divided into three parts a trade exhibition, a technical-scientific congress, and a programme of courses on instrumentation. The overall theme of the exhibition was automation, both in factory and laboratory, and the displayed products came from the fields of hydraulics, pneumatics and electronics as well as precision mechanics and optics.

During the six days of the exhibition some 62,000 trade visitors were attracted, of whom about 25 per cent came from foreign countries. 2,400 specialists from Germany and from overseas attended the Congress where 56 papers (16 from foreign countries) were read. A total of 702 firms exhibited, of whom 275 came from 20 foreign countries. The gross area covered was 85,000 square feet.

Great Britain had the second strongest foreign representation with 59 firms participating, 25 of whom exhibited under the auspices of SIMA (Scientific Instrument Manufacturers' Association) with Board of Trade help and also had their own information stand. In addition the Ministry of Technology and the Department of Education and Science displayed new developments on their own stand, in conjunction with several laboratories and firms. The British Consulate-General itself had an information stand which was manned throughout the exhibition. Other countries represented were France with 61 firms, United States (47), Switzerland (46), Japan (17), Austria (10), Netherlands (11), Sweden (5), Belgium (4), Finland (4) and Canada, Czechoslovakia, Israel, Italy, Lichtenstein Poland and Yugoslavia all with one each. These figures indicate the international importance of this fair which brought professionals together from all over the world.

On October 11, Sir Roger Jackling, British Ambassador to Germany, visited the Fair accompanied by Mr. J. M. Fisher, HM Consul-General, and Mr. C. W. Blackman, HM Consul (Commercial), and talked with British exhibitors on their stands. The same evening, the Consul-General gave a reception at his residence to representatives of the British firms exhibiting to meet German industrialists, agents and the press.

British industry had on display at the fair the latest developments in the fields of electronic control and measuring devices, data processing equipment, nuclear instruments and electronic medical equipment. Those firms participating under the auspices of SIMA were allotted a site in Hall G, where the British Government stands were also situated. Other British companies were to be found exhibiting their products in other halls, either on their own or on the stands of their German agents. British exhibits generally aroused interest not only among inquirers from Germany but from many other parts of the world including Commonwealth countries.

It is of course difficult to estimate the total amount of business actually transacted at the Fair, since by its character INTERKAMA is not a fair where sales are effected but rather where new equipment and new developments are introduced and displayed. From this point of view the fair was certainly a success. Exhibitors stated that the quality of the inquiries received was of a very high standard indeed and 50 per cent of all exhibitors judged the event as commercially successful.

The next Interkama is to be held in Düsseldorf in 1971; by that time the Düsseldorf Messegesellschaft's new and bigger exhibition grounds at Stokum will be in use, when even larger numbers of exhibitors and visitors can be expected.

German chain store to hold British promotion

THE FREIBURG firm of Gottleib GmbH, which has a chain of 75 supermarkets throughout South West Germany, is staging a promotion of British goods from April 14 to 26, 1969.

Gottleib GmbH, a family firm with an annual turnover of £13 million, is planning to purchase an additional £50,000 of British goods for this promotion. These will include the following classes of products:

Fresh meat: confectionery (other than chocolate); cakes, pastries, biscuits, etc.; jams and marmalade; ready made foods and canned foods; puddings; whisky, gin, etc.; fruit squashes and cordials; pipes and pipe tobacco; umbrellas; gramophone records (popular); medium priced knitwear; any other popular food or non-food items readily saleable in supermarkets.

As a supporting attraction, the store is arranging competitions with prizes which will include free trips to Britain. There will be full-page advertising on two occasions in all local newspapers.

The Board of Trade will be supporting this promotion with free display material, and will also help the organizers to arrange other supporting events.

Purchases for the Gottleib GmbH promotion will be made through importers of British products, or direct from British manufacturers. Interested suppliers should note that all prices quoted must be in DM, not sterling and marked 'Franco Freiburg i. Br. duty, etc. paid'.

Further information may be obtained from Mr. R. J. Painter, British Consulate-General, Königstrasse 45, 7000 Stuttgart.

British store promotion in Metzingen

THE GERMAN store, 'Fur Sie' Voigt K.G., Grossmarkt, Metzingen, is to hold a special promotion of British consumer goods from April 28 to May 3, 1969.

The store hopes to feature a wide range of British products. Confectionery, foodstuffs, alcoholic and non-alcoholic beverages will be prominent during the promotion. Cosmetics, luxury goods, men's, women's and children's outerwear and household goods will also be on sale.

The store, which is the largest of its kind in the district, intends purchasing an additional £6,000-£10,000 worth of British products for the promotion. The Board of Trade is giving its support and will be supplying display material.

Further information about the promotion may be obtained from the Commercial Section, British Consulate-General, Stuttgart.

Cologne Fair for the Child

THE SPRING 1969 Fair for the Child at Cologne will be held from April 11-13, not from March 29-31 as published in the *Board of Trade Journal*, on October 25, page 1134.

Joint Venture for 1969 Novi Sad Agricultural Fair

FOLLOWING the success of the first ever joint venture display at this year's Novi Sad International Agricultural Fair, Yugoslavia, the Board of Trade will again support a joint venture, sponsored by the Agricultural Engineers Association, for the 1969 event (May 9 to 19).

Details of the joint venture can be obtained from Mr. Eric Lanning, Export Secretary of the Agricultural Engineers Association, 6 Buckingham Gate, London, S.W.1 (Tel. 01-828 7973), or from the Board of Trade, Trade Fairs Branch, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3558). The United Kingdom agents for the Novi Sad Fair Authorities, ARPENT (B1), Hatfield Heath, Bishop's Stortford, Hants. (Tel. Hatfield Heath (STD 127977) 315), will be pleased to provide detailed information on all aspects of this important fair.

Tenth Cologne Spoga—a record-breaking fair

A report from the British Consulate-General, Bonn

THE TENTH Cologne International Trade Fair for sports goods, camping equipment and garden furniture, Spoga, held from October 20-22, broke all records for foreign exhibitors, attendance of trade buyers and display area.

Six hundred and eight-four exhibitors plus 143 additionally represented firms (including 301 direct foreign exhibitors and 131 foreign represented firms from 26 countries) exhibited on a net display area of 36,663 square metres. For the first time, the total number of foreign exhibitors at Spoga exceeded that of German firms. The fair attracted 14,780 trade buyers of whom 5,060 were foreign buyers from 42 countries. The attendance of foreign buyers was 9 per cent up from the 1967 Spoga, and the increase in overall attendance was 4 per cent.

Record British participation

The United Kingdom was the largest foreign participant with a record 67 direct exhibitors, all on joint venture stands mounted by the Board of Trade in conjunction with the Federation of British Manufacturers of Sports and Games, the Camping Trade Association of Great Britain Ltd., the Association of Fishing Tackle Makers and the Council for Small Industries in Rural Areas (Cosira). A further four British firms exhibited on the stands of their local agents. Other large contingents of foreign exhibitors came from France (62 firms), Holland (26 firms), Austria (25 firms), Spain (25 firms), Italy (24 firms), and Canada (20 firms).

Over 50 United Kingdom manufacturers occupied the 'traditional' British Spoga site on the upper floor of hall one. British tent manufacturers were located with their competitors in hall five, the stands of six leading British fishing tackle manufacturers in the water sports hall seven were grouped around a casting pool where demonstations of the latest British fly fishing tackle were given by Captain T. B. Thomas, Mr. J. L. Hardy of Hardy Brothers (Alnwick) Ltd., and Mr. Billy Lane. The casting pool enabled customers for British angling equipment to try it out on the spot, and proved to be a great attraction throughout the fair.

Big orders for British firms

British manufacturers in addition to renewing contracts with existing customers from most European and many overseas countries, made numerous new contacts. Mr. S. L. Edwards, Minister (Economics) British Embassy, Bonn, who visited a large number of British stands on the second day of the fair heard many encouraging reports of early sales successes to world markets. Probably the biggest single order booked in the British section was by Accles and Pollock Ltd. for £70,000 worth of ski sticks for delivery to Canada. W. W. Haffenden Ltd., who are regular exhibitors at Spoga, took orders totalling £40,000 for swim hats and underwater swimming equipment for delivery to European and overseas markets. Synat Products Ltd., exhibiting at Spoga for the second time, got off to an excellent start by booking an order during the opening hour of the fair for £1,200 worth of children's wigwams. This was from a contact established at last year's Spoga. K. P. Morritt Ltd., received an order for 5,000 fishing reels to support a first promotion in a new market which was telephoned to the United Kingdom and despatched within 24 hours. This firm reported many more good forward orders. Hardy Brothers (Alnwick) Ltd., used Spoga to introduce their new range of glass fibre rods and special rod models designed for specific overseas markets. Both were well received by the firm's agents and customers.

There can be little doubt that the Cologne Spoga presents the finest opportunity in Europe for contacting sports goods buyers from throughout the world. In fact, British firms who have had experience of exhibiting at sports goods fairs throughout the world expressed the view that Spoga is undoubtedly the most important and best organized of its kind anywhere.

Submissions invited for 'Export Print' exhibition

FULL DETAILS of the 'Export Print' exhibition to be held at the Design Centre from May 21 to June 21 1969 have now been announced. The exhibition, which is being organized jointly by the Council of Industrial Design and the British Federation of Master Printers, will show how well-designed printed matter can help exporters to promote British exports more effectively. On display will be some of the best-designed British printing currently in use in export markets. The exhibits will be selected by a panel composed of printers, designers and others specially concerned with the use of print for export purposes.

Submissions are now being invited from exporters, printers and designers of examples of print produced in Britain for use in connection with the promotion, sale or distribution of British goods or services abroad.

Copies of the brochure giving full details of the exhibition and conditions and method of submission can be obtained from the Public Relations Department, British Federation of Master Printers, 11 Bedford Row, London, W.C.1 (Tel. 01-242 6904).

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the senders' name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing pastage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Left: General view of part of the British exhibit at SPOGA. Right: Practical demonstrations of golf training equipment by Four Square Enterprises Ltd. attracted considerable interest throughout the SPOGA Exhibition.

Machine tool makers look at Japan

A report from the British Embassy, Tokyo

JAPAN now ranks first in the world in shipbuilding, second in motor vehicles and third in crude steel production. Other major Japanese industries have expanded at a similar rate, and there is a continuing heavy investment programme and a continuing high demand for capital machinery and for machine tools. Japanese domestic industry produces many good machine tools but it does not meet the demands of Japanese industries across the board. Japan will therefore continue to import machine tools from the world's sophisticated suppliers such as Britain, the United States, the Federal Republic of Germany and Switzerland. In 1967 these imports totalled $122 million; Britain's share was $3.6 million, just under 3 per cent. Does this represent Britain's capacity to supply Japan? Clearly it does not. Pure arithmetic suggests that there are good opportunities for Britain's machine tool manufacturers to supply Japan with various types of lathes, drilling, boring, milling, grinding, gear cutting and other machines particularly the most advanced and highly sophisticated ones.

As British manufacturers must see for themselves exactly where these opportunities lie, we were delighted to welcome to Tokyo what must have been the largest ever visit to Japan of Britain's machine tool industry. At the International Machine Tool Fair held in Tokyo from October 2-13, six British firms participated in an exhibit under joint venture arrangements with the Board of Trade; a further 21 British manufacturers exhibited their products through Japanese agents; at the same time there was a 16-member mission from the Coventry Chamber of Commerce, mostly manufacturers of machine tools.

The Fair, which covered an area of 45,000 square metres, was housed in six pavilions with some 450 Japanese and foreign firms exhibiting. In addition to Britain, the Federal Republic of Germany and Rumania also had Government exhibits. Of these the German was the largest with 19 manufacturers represented. The British exhibit showed products of H. W. Ward; Centri-Spray; Wickman Machine Tools; Ferranti; Webster and Bennett; and Associated British Machine Tool Makers. Most of the foreign machine tools were not exhibited through national pavilions but through Japanese agents; the greatest number of foreign exhibits were from the United States, the Federal Republic of Germany, Austria and Switzerland. But British firms, too, exhibited in greater or lesser degree in this way and several of them had their own representative present. Most of the British exhibitors to whom we spoke said that they were favourably impressed by the range of products on show and the organization and layout of the exhibition as a whole. One or two machines had been sold; there had been some orders and many promising approaches.

Although we welcomed the increased British participation in the International Machine Tool Fair in Tokyo this year, there were some striking absentees. Where were all those sophisticated machines which were exhibited at Olympia and in other cities and in Tokyo as well. There are geographical and financial difficulties and a particular machine may not be available for a particular fair. But if Britain is to make a permanent and deeper machine tool impact in Japan, we simply must exhibit in force at the biennial exhibitions held alternately in Tokyo and Osaka. This means Osaka in 1970 and Tokyo in 1972. British participation was gratifyingly larger in Tokyo than we expected a year ago. We hope for a really impressive display in 1970 at Osaka.

One of the British stands at the Machine Tool Fair in Tokyo attracts attention from visitors to the show.

British garden equipment at New York Hardware Show

A report from the British Consulate-General, New York

FOR THE THIRD successive year a small group of British manufacturers, under the Board of Trade joint venture scheme, exhibited their products at the National Hardware Show held at the New York Coliseum from October 7 to 10. This year members of the Federation of British Horticultural Exporters predominated and the accent on the British stand was on outdoor living and garden items. Happily, the location of the stand on the fourth floor of the Coliseum in the Lawn, Garden and Outdoor Living Products Division was in direct focus of attending buyers.

The National Hardware Show atracts an estimated 50,000 buyers from all over the United States as well as Canada and several European countries. Under one roof in open plan exhibition was displayed a comprehensive range of products in hardware and housewares, power and hand tools, do-it-yourself items and electrical appliances; in the Lawn, Garden and Outdoor Living Products Division, occupying almost half the exhibition space, was one of the latest and most varied assortments of lawn, garden and light farm equipment, outdoor living and outdoor furniture products ever assembled.

Eight British firms, some assisted by their distributors, participated on the joint venture stand, showing a variety of products for work and leisure around the home. These included lawn sprayers, syringes, lawn care tools, stainless steel forks, trowels, hoes, rakes, lawn mower and shear grinding machinery, outdoor furniture, hand-painted flower pots and moulded plastic tableware; slightly outside this field but nevertheless with considerable success, one participant displayed a range of floor tiles and self-stick adhesive-backed vinyl tiles designed for the American market.

The show once again proved itself to be an excellent vehicle for finding representation, rationalizing distributorship problems and establishing contact with buyers. It was gratifying to see the very substantial progress with distributorship arrangements made by several firms who participated in the show on previous occasions. As one of the exhibitors explained – this is the third time his firm had been in the show and buyers were recognizing now that they were serious about the American market.

Several other British manufacturers exhibited their products independently at the show. Three regular attenders were showing respectively high quality garden tools, prefabricated metal shelving and manually operated lawn mowers. Newcomers to the scene were offering high quality polishes and two lines of garden tools designed to suit local tastes and selling on locally selected brands. The solid progress of these firms, two operating through local subsidiaries, represents careful planning and persistent endeavour, in some cases over a number of years, in the United States market.

Exhibitors' successes generally, underline the advantages of showing regularly in this most important exhibition catering to a $4 billion market. The popularity of the National Hardware Show is such that the organizers have a lengthly waiting list of would-be exhibitors and others seeking additional space or better positions. Japanese and German competition was very evident, both having sizeable national exhibits. Significant first appearances were national displays from Italy, France, Spain and Belgium. Clearly the British effort must continue with vigour next year; hopefully with increasing seniority as exhibitors in the show, the official stand looks forward to the possibility of gaining a superior position.

British welding know-how in the United States

A report from the British Consulate-General, Detroit

DETROIT, America's motor city, was host from October 14 to 17, to an impressive group of companies exhibiting products and processes valued at over £4,000,000. The occasion was the American Society for Metals' 50th Annual Materials Engineering Exposition and Congress, and among the more than 400 participants in this important event was the British Welding Research Association, which exhibited under the Board of Trade joint venture scheme

The theme this year, an appropriate one for Detroit, was 'Competition of Materials and Process Engineering for the Transportation Industry', and the Exposition, occupying 150,000 sq. ft. in Cobo Hall, was divided into two areas, one featuring advances in materials, components, testing and design, while the other concentrated on new developments in processing, fabricating, finishing and assembly equipment. The show was not open to the general public, and drew an estimated 19,000 management executives and engineers.

Appearing for the first time at the American Society for Metals' event, the British Welding Research Association offered a unique service to the American metalworking industry – British welding know-how.

The Association is in itself unique in the United States, being a non-profit making organization serving industry over the whole field of welding technology, devoting all its funds to research and the application of its results in industry. It is the largest such Association in the world, devoted solely to welding.

The BWRA exhibit, designed and constructed in Britain, occupied a 55-ft. frontage, and was the subject of much favourable comment. It included, at one end of the stand, a small cinema in which a continuous programme of colour films demonstrated the spectacular advances made by the Association in the solving of welding problems by high-speed cinephotography. This was well patronized throughout the exhibition, orders were taken for some of the films shown, and a number of inquiries were received about this unusual service.

In the forefront of the stand, sloping counters of illuminated transparent panels gave details of welding processes developed by the Association, while walls and partitions consisted of panels carrying large photographs of equipment and processes of member firms operating under licences granted by the Association. Apart, therefore, from drawing attention to the value of membership in the Association, the exhibit also acted as a valuable shop window in Detroit for the products of its member firms.

BWRA officials described as 'very gratifying indeed' the 150 firm inquiries received for details of membership in the Association, which now includes a number of American industry's household names in its roster.

Elsewhere in the Exposition, United States distributors exhibited a wide range of microscopes by Vickers Limited, Stanning electron microscopes by Cambridge Instrument Limited, and surface measuring instruments by Taylor Hobson Limited. Officials on these stands were well satisfied with the interest shown in their British product lines.

The Canadian Government had a large exhibit including examples of the products and equipment of 17 Ontario and Quebec manufacturers, and apart from the British and Canadian exhibits, a further 17 stands showed foreign equipment – for the most part forming part of an exhibit by the United States distributor.

Apart from the Exposition, there were 400 technical and research papers presented at 100 sessions during the week, by scientists and engineer members of the American Society for Metals, and 13 other technical societies and associations. Seven papers were presented by contributors from British universities, research establishments and industry.

In 1969, the 51st Exposition and Congress will be held in Philadelphia from October 13 to 16 inclusive, and will merit investigation by British manufacturers seeking a useful exposure for new developments in testing and processing equipment in the metalworking field.

Discussing the British Welding Research Association exhibit at the Detroit 50th Materials Engineering Exposition are, centre of picture, left to right: Mr. E. A. J. Fergusson, Consul (Commercial), New York; Dr. Richard Weck, BWRA director; and Mr. E. I. R. MacGregor, Consul-General, Detroit.

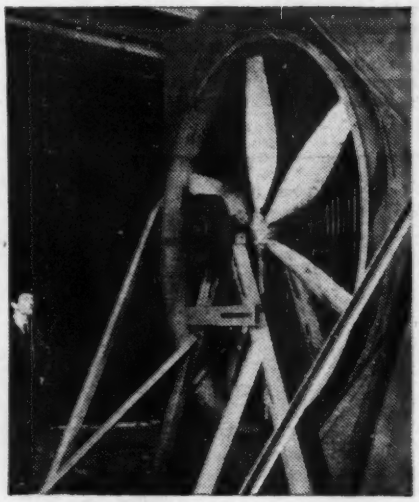
The Jeyes stand at an industrial exhibition at Thetford, the Norfolk town to which Jeyes is to move its London manufacturing units next year. The exhibition was one of the features of a three-day 'civic links' conference which was attended by civic leaders from expanding towns in Holland, Sweden and West Germany. The Jeyes stand was manned by brand manager Mr. Keith Seaman, who handed gift packs of company products to the visitors. Picture shows Mr. Seaman (centre) with, left to right, Mr. H. Conzen, Burgomaster of Hurth, Federal Republic of Germany; Mr. P. J. Bliek, Burgomaster of Spijkenisse, Holland; and the Mayor and Mayoress of Thetford, Alderman and Mrs. B. Culey.

Overseas Trade and Exports

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, *Ext.* 404 *and* 406. *Telex* 886143 *AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.*



One of the five air-cooled heat exchangers which have been supplied by Birwelco Limited, of Aston, Birmingham – a subsidiary of GKN Engineering Limited – to cool diesel engine power packs currently being built in Utrecht, Holland by NV AEMAF for service in Mozambique.

ANGOLA

(210/68) Refrigerating Equipment for Institute of Fishery Industries. November 14. E.S.B. 39857/68.

AUSTRALIA

(212/68) Circuit Breakers, Busbar Protection Equipment for Brisbane City Council. November 22. E.S.B. 39924/68.*

Queensland Railways:

(210/68) Platform Wagons. November 20. E.S.B. 39871/68.

(210/68) Freight Bogies. November 18. E.S.B. 39872/68.

(211/68) Transformers for Southern Electric Authority of Queensland. December 18. E.S.B. 39861/68.*

BELGIUM

(212/68) Bleachers, Gymnasium Seating for Headquarters Command. November 18. E.S.B. 39919/68.*

BOLIVIA

(213/68) Construction of a Vertical Shaft for General Manager of COMIBOL. (Further Information.) Tender documents now available. E.S.B. 25968/68.*

BRAZIL

(209/68) Nickel Discs for Central Bank. December 27. E.S.B. 39780/68.

(203/68) Electrical Equipment for Companhia Auxilar de Empresas Electricas. November 29. E.S.B. 39837/68.

(213/68) Road Works for Ministry of Transport. December 2. E.S.B. 39939/68.*

BURMA

(209/68) Electrical Fittings for Ministry of Defence. November 30. E.S.B. 39443/68.*

Myanma Export Import Corporation:

(211/68) Pump. December 2. E.S.B. 39899/68.*

(211/68) Steel Line Pipe. November 15. E.S.B. 39900/68.*

(211/68) Radio Transmitter/Receiver and Spare Parts. November 30. E.S.B. 39902/68.*

(211/68) Photographic Materials, X-Ray Materials. November 30. E.S.B. 39903/68.*

(211/68) Resistance Wire and Ribbon. December 13. E.S.B. 39904/68.*

(211/68) Pharmaceutical Materials. November 20. E.S.B. 39905/68.*

(211/68) Resistance Wire. February 4, 1969. E.S.B. 39893/68.*

(211/68) Mercury Vapour Lamps and Accessories. February 5, 1969. E.S.B. 39894/68.*

(211/68) Phenolic Moulding Composition. February 7, 1969. E.S.B. 39896/68.*

(211/68) Valves. December 16. E.S.B. 39897/68*

(211/68) Chemicals, Nitrogen Gas. December 26. E.S.B. 39898/68.*

People's Oil Industry:

(209/68) Steel Pipe. November 16. E.S.B. 39453/68.*

(209/68) Steel Casing. November 20. E.S.B. 39454/68.*

(209/68) Steel Pipes. November 25. E.S.B. 39455/68.*

(211/68) Miscellaneous Supplies. November 15. E.S.B. 39901/68.*

Public Works Corporation:

(209/68) Insulation Paper. January 24, 1969. E.S.B. 39131/68.*

(209/68) Selenium Rectifier. January 30, 1969. E.S.B. 39457/68.*

(209/68) Steel Wire and Ribbon. January 31, 1969. E.S.B. 39458/68.*

(209/68) Capacitors. February 3, 1969. E.S.B. 39459/68.*

(211/68) Thermostats. February 6, 1969. E.S.B. 39895/68.*

(212/68) Electric Light Fittings. January 29, 1969. E.S.B. 39942/68.*

Union of Burma Railway Board:

(209/68) Railway Coach Spare Parts. December 9. E.S.B. 38985/68.*

(209/68) Gauges. December 12. E.S.B. 39438/68.*

(209/68) Paint. December 2. E.S.B. 39439/68.*

(209/68) Paint Materials and Varnish. December 5. E.S.B. 39441/68.*

(209/68) Steel Plates, Angles, etc. December 12. E.S.B. 39442/68.*

(209/68) Railway Coach Spare Parts. December 9. E.S.B. 39436/68.*

(209/68) Files. November 25. E.S.B. 39437/68.*

(209/68) Paints. November 28. E.S.B. 39440/68.*

(209/68) Steel Bars and Plates. December 9. E.S.B. 39481/68.*

CANADA

(210/68) Generator Control for Newfoundland and Labrador Power Commission. (Advance Information.) E.S.B. 39869/68.

CEYLON

Ceylon Transport Board:

(209/68) Communications Equipment. (Further Information.) Closing date postponed to November 20. E.S.B. 34605/68.*

(209/68) Windows and Wind Screens. (Further Information.) Tender documents now available. E.S.B. 39011/68.*

(209/68) Hydrated Lime for Colombo Municipal Council. (Further Information.) E.S.B. 39122/68.

(209/68) Air Conditioning Plant for Tender Board. November 28. E.S.B. 39701/68.*

CHILE

(209/68) Voltage Regulators for Empresa Nacional de Electricidad SA. January 6, 1969. E.S.B. 39819/68.*

(209/68) Laboratory Equipment for Servicio Nacional de Salud. November 26. E.S.B. 39820/68.*

COLOMBIA

(209/68) Testing and Measuring Equipment for Central Hidroelectrica de Caldas. (Further Information.) Tender documents now available. E.S.B. 38097/68.*

(210/68) Air Brake System and Hydro Pneumatic Equipment for Ferrocarriles Nacionales de Colombia. November 14. E.S.B. 39921/68.*

Instituto Colombiano de la Reform Agraria:

(209/68) Pumping Sets. November 18. E.S.B. 39476/68.

(209/68) Aluminium Conductor. November 25. E.S.B. 39477/68.

(212/68) Power Plant for Instituto de Aprovechamento de Aguas y Fomento Electrico. (Further Information.) Closing date postponed to January 15, 1969. E.S.B. 20384/68.

COSTA RICA

(213/68) Pharmaceuticals for Departamento de Aprovisionamento, Caja Costarricense de Seguro Social. January 3, 1969. E.S.B. 39985/68.*

(209/68) Construction of Bridge and Road for La Proveeduria Nacional. January 31, 1969. E.S.B. 38633/68.*

(213/68) Hydrometers for Servicio Nacional de Aqueductos y Alcantarillados. E.S.B. 39943/68.*

GERMANY, FEDERAL REPUBLIC OF

(212/68) Tyres and Tubes for Joint Purchasing and Contracting Officer, HQ Northag. December 2. E.S.B. 39923/68.*

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†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments' summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

GREECE

(210/68) Ambulance for Ministry of National Defence. November 15. E.S.B. 39809/68.*

HONG KONG

(209/68) Concrete Cable Tiles for Controller of Stores. November 15. E.S.B. 39801/68.*

INDIA

(210/68) Electrical Rope-Way for Ahmedabad Municipal Corporation. November 19. E.S.B. 39859/68.

Bhabha Atomic Research Centre:

(210/68) Isostatic Press. November 22. E.S.B. 39811/68.*

(210/68) Nickel Alloy Tubing. November 15. E.S.B. 39858/68.*

(210/68) Spray Metallization Unit. December 3. E.S.B. 39492/68.*

(210/68) Pump. November 22. E.S.B. 39812/68.*

(210/68) Bump Testing Machine. December 2. E.S.B. 39813/68.*

Bokaro Steel Ltd.:

(211/68) Jaw Crushers; Pneumatic Handling Equipment. November 29. E.S.B. 39885/68.

(213/68) Furnaces, Forge Hearths. November 27. E.S.B. 39954/68.

(213/68) Gasholder. November 29. E.S.B. 39955/68.

(213/68) Silicon Rectifier Equipment for Chittaranjan Locomotive Works. December 17. E.S.B. 39953/68.

(211/68) Dredgers for Commission for the Port of Calcutta. December 2. E.S.B. 39891/68.*

(209/68) Weightometer for Damodar Valley Corporation. The closing date has been extended to November 14. E.S.B. 34727/68.*

Director General of Supplies and Disposals:

(211/68) Press. November 13. E.S.B. 39878/68.*

(211/68) Grooving and Trimming Machine. November 15. E.S.B. 39886/68.*

(211/68) Measuring Instruments for Executive Engineer, Koti Colony and Communications Division. December 9. E.S.B. 39888/68.

(212/68) Insulating Paper for Hindustan Cables Ltd. (Further Information.) Tender documents now available. E.S.B. 38371/68.*

(213/68) Mine Ventilating Fan for National Coal Development Corporation. November 26. E.S.B. 39952/68.

(212/68) Conveyor Belt Cleaners for National Mineral Development Corporation. (Further Information.) Tender documents now available. E.S.B. 39154/68.*

(209/68) Cable Ways for Dam for Public Works Department. (Further Information.) E.S.B. 37603/68.

(212/68) Drill Accessories and Spares for Pyrites and Chemicals Development Co. November 18. E.S.B. 39951/68.

UP State Electricity Board:

(211/68) Lightning Arresters. January 8, 1969. E.S.B. 39889/68.

(211/68) Isolators. December 9. E.S.B. 39890/68.*

(211/68) Axial Flow Fans for Uranian Corporation of India Ltd. November 15. E.S.B. 39884/68.

(213/68) Transformers for West Bengal Electricity Board. December 9. E.S.B. 39950/68.

(210/68) Construction of Sub Stations for Western Railway Electrification. (Further Information.) Tender documents now available. E.S.B. 37172/68.*

IRAQ

(209/68) Globes for Central Foreign Purchasing Board. November 24. E.S.B. 39771/68.

(209/68) Welding Equipment for College of Engineering Technology. (Further Information.) Tender documents now available. E.S.B. 39040/68.*

(209/68) Can Making Machinery for Cotton Seed Products Co. December 10. E.S.B. 39770/68.*

Dairy Administration:

(209/68) Food Flavourings. November 16. E.S.B. 39768/68.

(209/68) Sticks for Ice Creams. November 16. E.S.B. 39769/68.

Iraqi Ports Administration:

(209/68) Welding Materials. November 13. E.S.B. 39737/68.

(209/68) Transformers. November 13. E.S.B. 39738/68.

(209/68) Cables and Accessories. November 13. E.S.B. 39739/68.

(209/68) Educational Equipment. December 11. E.S.B. 39740/68.

(209/68) Steel Wire Ropes. November 20. E.S.B. 39758/68.

(209/68) Tar and Bitumen Distributors. November 27. E.S.B. 39759/68.*

(209/68) Tractors. November 20. E.S.B. 39760/68.*

(209/68) Pump. December 4. E.S.B. 39761/68.*

(209/68) Pneumatic Tools. December 4. E.S.B. 39762/68.*

(209/68) Tools. December 11. E.S.B. 39763/68.

Ministry of Defence:

(209/68) Water Sprayer Tankers. November 26. E.S.B. 39774/68.

(209/68) Tractors. November 26. E.S.B. 39775/68.

(209/68) Dump Trucks. November 30. E.S.B. 39776/68.

(209/68) Medals. November 30. E.S.B. 39778/68.

(209/68) Medical Materials. November 23. E.S.B. 39779/68.

(209/68) Pharmaceuticals for Ministry of Health. December 8. E.S.B. 39772/68.

Ministry of Oil and Minerals:

(209/68) Steel Pipes. November 12. E.S.B. 39764/68.

(209/68) Paint. November 16. E.S.B. 39765/68.*

(209/68) Rubber Hoses. November 19. E.S.B. 39766/68.

(209/68) Pumps for Ministry of Municipal and Rural Affairs. (Further Information.) Tender documents now available. E.S.B. 37862/68.*

(209/68) Concentric Cable for National Electricity Administration (Further Information.) Tender documents now available. E.S.B. 39045/68.*

(209/68) Cellulose Wrapping, Aluminium Foil, Resin Emulsion for Sulaimaniyah Cigarette Manufacturing Administration. (Further Information.) Tender documents now available. E.S.B. 39048/68.

IRISH REPUBLIC

(209/68) Pumping Plant for Roscommon County Council. November 19. E.S.B. 39745/68.

JORDAN

(209/68) Abattoir Equipment for Amman Municipality. The closing date has been postponed to November 16. E.S.B. 35761/68.

KOREA

(209/68) Cigarette Making Machinery for Office of Supply. November 26. E.S.B. 39754/68.*

LEBANON

(209/68) Agricultural Chemicals for La Regie Libanaise des Tabacs. November 28. E.S.B. 39750/68.*

(209/68) Crane for Lebanese Directorate of Civil Aviation. December 14. E.S.B. 39747/68.*

LIBYA

(209/68) Furniture and Equipment for Ministry of Finance. November 21. E.S.B. 39751/68.

MALAWI

Medical Buying Board:

(209/68) Hospital Furniture and Materials. November 14. E.S.B. 39489/68.*

(209/68) Dispensing Materials and Sundries. November 14. E.S.B. 39490/68.*

MALAYSIA

(211/68) Wire Ropes; Paints; Concrete Spun Pipes for Ministry of Agriculture and Co-operatives. November 21. E.S.B. 39882/68.*

(Continued on next page)

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MALTA

Treasury:
(209/68) Catering Furniture and Equipment. November 21. E.S.B. 39743/68.*
(209/68) Footwear. November 21. E.S.B. 39822/68.*
(209/68) Flooring Materials. November 14. E.S.B. 39823/68.*
(209/68) Air Charging Set. November 21. E.S.B. 39824/68.*
(209/68) Air Breathing Sets. November 21. E.S.B. 39825/68.*
(211/68) Power Units. November 21. Tender documents now available. E.S.B. 39907/68.*
(211/68) Paper. November 21. E.S.B. 39908/68.*

MEXICO

(209/68) Cranes, Travelling for Mexican Federal Electricity Commission. November 25. E.S.B. 39845/68.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(209/68) Workshop Equipment. November 20. E.S.B. 39482/68.
(209/68) Electrical Equipment. November 20. E.S.B. 39483/68 and 39484/68.

NEW ZEALAND

(211/68) Cine Film Processor for Auckland Hospital Board. December 2. E.S.B. 39906/68.*
General Post Office:
(212/68) Voltmeters; Ammeters. November 25. E.S.B. 39925/68.*
(212/68) Plan Printing Machine. November 19. E.S.B. 39926/68.*
(212/68) Insulation/Continuity Testers. November 21. E.S.B. 39933/68.*

PAKISTAN

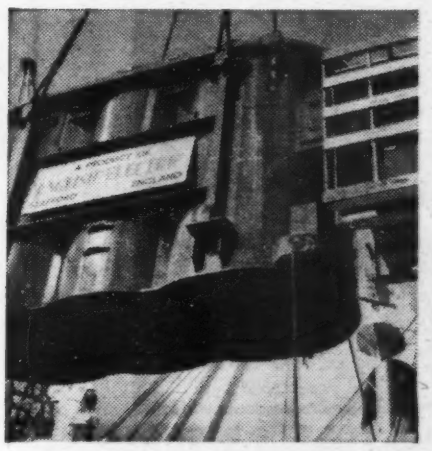
Lahore Improvement Trust:
(210/68) Water Meters. December 16. E.S.B. 39873/68.
(210/68) Hydrochlorinator. December 16. E.S.B. 39874/68.
(210/68) Vehicles. December 17. E.S.B. 39875/68.
(210/68) Laboratory Equipment and Accessories. December 17. E.S.B. 39876/68.
(210/68) Ferro Chromium and Ferro Manganese for Pakistan Western Railway. November 13. E.S.B. 39836/68.*

PHILIPPINES, REPUBLIC OF

(209/68) Transmission Line Equipment for National Power Corporation. November 15. E.S.B. 39712/68.*

SAUDI ARABIA

(212/68) Office Furniture and Equipment for Public Security Department. Closing date not known. E.S.B. 40073/68.
Riyadh Water Department:
(209/68) Water Meters and Accessories. November 16. E.S.B. 39840/68.
(209/68) Pipes and Valves. November 16. E.S.B. 39841/68.
Public Utilities Board:
(209/68) Pipe Fittings. November 19. E.S.B. 39730/68.*
(210/68) Cable. Closing date not stated. E.S.B. 39846/68.
(210/68) Switches, Control Units. Closing date not stated. E.S.B. 39847/68.*



A 106 ton English Electric transformer being loaded aboard the Blue Funnel Line's 'Prometheus' for shipment to Hong Kong for installation in Tsing-Yi Power Station. The transformer was ordered by the China Light & Power Company of Hong Kong.

SOUTH AFRICA, REPUBLIC OF

Cape Provincial Tender Board:
(210/68) Laboratory Apparatus. November 15. E.S.B. 39866/68.*
State Tender Board:
(209/68) Chemicals. November 18. E.S.B. 39494/68.*
(209/68) Densiometer. November 18. E.S.B. 38972/68.*
(211/68) Dump Trucks. November 21. E.S.B. 39877/68.*

SUDAN

(209/68) Steel Angles and Plates for Ministry of Works. November 13. E.S.B. 39816/68.
(211/68) Axles for Sudan Railways. November 28. E.S.B. 39818/68.*

SWITZERLAND

(209/68) Telecommunication Equipment for International Telecommunication Union. November 15. E.S.B. 39267/68.*

SYRIAN ARAB REPUBLIC

(209/68) Sodium Silicate for Glassware and Earthenware Company. November 15. E.S.B. 39729/68.
(212/68) Construction of Bitumen Plant for Le Ministere de Petrole D'Electricite. January 15, 1969. E.S.B. 39916/68.
(209/68) Design for Sewage System for Municipality of Damascus. (Pre-qualification Information.) November 24. E.S.B. 39718/68.
(209/68) Wrapping Machines and Materials for Public Administration of Petroleum. November 15. E.S.B. 39736/68.
Public Administration of Post:
(209/68) Telephone Sets. December 7. E.S.B. 39716/68.
(209/68) Soldering Sets. November 25. E.S.B. 39717/68.
(209/68) Caustic Soda. November 15. E.S.B. 39720/68.

TAIWAN

Central Trust of China:
(209/68) Electronic Receivers and Transmitters. November 18. E.S.B. 39460/68.*
(209/68) Steel Pipes. November 20. E.S.B. 39470/68.*
(209/68) Filter Paper. November 18. E.S.B. 39473/68.
(209/68) Valves. November 15. E.S.B. 39474/68.
(209/68) Voltage Regulator. November 15. E.S.B. 39475/68.*
(211/68) Anti-Knock Compound. November 25. Tender documents now available. E.S.B. 39910/68.*
(211/68) Steel Doors; Ventilators. November 23. Tender documents now available. E.S.B. 39911/68.*
(211/68) Cotton Molleton. November 25. Tender documents now available. E.S.B. 39912/68.*
(211/68) Escalator. November 15. Tender documents now available. E.S.B. 29913/68.*
(212/68) Pick-up Truck. November 20. E.S.B. 39656/68.*
(211/68) X-Ray Materials; Chemicals. November 22. E.S.B. 39909/68.*
(213/68) TV Hand Camera and Equipment. November 22. Tender documents now available. E.S.B. 40075/68*

TANZANIA

Central Trader Board:
(210/68) Clothing. November 14 and 15. E.S.B. 39850/68.
(210/68) Flannel Cloth. November 14 and 15. E.S.B. 39852/68.
(210/68) Fishing Nets and Ropes. November 14 and 15. E.S.B. 39853/68.

THAILAND

(210/68) Transformers for Metropolitan Electricity Authority. December 6. E.S.B. 38971/68.*
(210/68) Signalling Machine for State Railway of Thailand. November 25. E.S.B. 39868/68.*

TURKEY

(209/68) Film Synchronization and Developing Equipment for DSI Genel Mudurlugu. November 21. E.S.B. 39467/68.*
(209/68) Telecommunications Line Materials for PTT Genel Mudurlugu. November 27. E.S.B. 39469/68.*
(209/68) Time Recorders, Fault Indicators, Diagram Chart Analyzer for Sumerbank Deri Ve Kunduru Sanayii Muessesi. Closing date not known. E.S.B. 39706/68.

UNITED STATES OF AMERICA

(212/68) Power Transformers for Bonneville Power Administration. November 13. E.S.B. 39940/68.*
United States Department of the Interior, Bureau of Reclamation:
(212/68) Control Equipment. November 13. E.S.B. 39941/68.*
(212/68) Electricity Sub-Station. (Further Information.) Tender documents now available. E.S.B. 37498/68.*

URUGUAY

(209/68) Laboratory Equipment for Ministry of Public Works. 1st Call November 19. 2nd Call November 22. E.S.B. 39334/68.
(209/68) Pumps for OSE (State Waterworks). 1st Call November 26. 2nd Call November 27. E.S.B. 39333/68.

Nairn International, the Kirkcaldy-based exporters of smooth floorcoverings, coated vinyl products and tufted carpets, are taking part in the inaugural service of Euro-Scot, the new Scottish-based container service to the Continent. A cargo of 19 tons of Armourtile flooring for the French market recently left the Euro-Scot depot at Portobello, Edinburgh. The picture shows Mr. Walter Penny, Nairn International distribution manager, handing over the freight documents as the loaded container is about to leave the Kirkcaldy warehouse.

(209/68) Electrical Equipment for UTE (State Electricity and Telephone Board). 1st Call December 10. 2nd Call December 17. E.S.B. 38690/68.*

VENEZUELA

(209/68) Drilling of Oil Wells for Corporation Venezolana del Petroleo. November 29. E.S.B. 39480/68.

VIETNAM

Central Procurement and Supply Authority:
(210/68) Passenger Lift. November 14. E.S.B. 39534/68.*
(210/68) Air Conditioner. November 14. E.S.B. 39535/68.*
(210/68) Testing Apparatus. November 14. E.S.B. 39536/68.*
Industrial Development Center:
(209/68) Plastics Products Manufacturing Machinery. December 1. E.S.B. 39468/68.*
(209/68) Construction of Nylon Monofilaments and Plastics Plant. November 15. E.S.B. 39479/68.*
Central Supply and Tender Board:
(209/68) Vaccine. November 22. E.S.B. 39714/68.*
(209/68) Vaccine. November 22. E.S.B. 39715/68.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. **01-248 5757,** *Ext.* **7016** *and* **7017,** *Telex* **886143,** *AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.*

Afghanistan
(209/68) Inquiry for dry cleaning equipment. E.S.B. 38481/68.

Argentina
(208/68) Inquiry for crystal; dressing table sets and cases; gift articles; pottery; watches and clocks. E.S.B. 38945/68.
(211/68) Inquiry for gas steel cylinder plant. E.S.B. 36965/68.

Australia
(208/68) Agency inquiry for china, earthenware; gift items; tableware. E.S.B. 38242/68.
(208/68) Agency inquiry for sunglasses. E.S.B. 38851/68.
(209/68) Agency inquiry for power sweeper; polishing and vacuum cleaning equipment etc. E.S.B. 38942/68.

Australia – Waiver of British Preference
(208/68) Inquiry for clay spaders. E.S.B. A/76/68.
(208/68) Inquiry for confectionery moulding heads. E.S.B. S/108/68.
(208/68) Inquiry for electro-mechanical filing unit. E.S.B. A/75/68.
(208/68) Inquiry for lathes. E.S.B. A/78/68.
(208/68) Inquiry for pipe fittings. E.S.B. S/107/68.
(208/68) Inquiry for pipeline pressure test plugs. E.S.B. S/104/68.
(208/68) Inquiry for steel pipeline fittings. E.S.B. S/105/68.
(208/68) Inquiry for welding chambers. E.S.B. S/106/68.
(209/68) Inquiry for electro-mechanical filing unit. E.S.B. A/75/68.
(209/68) Inquiry for indexing circular machine table. E.S.B. A/77/68.
(209/68) Inqiry for lathes. E.S.B. A/78/68.
(211/68) Inquiry for automatic tally maze. E.S.B. A/82/68.
(211/68) Inquiry for continuous confectionry moulding line. E.S.B. S/112/68.
(211/68) Inquiry for cumulative recorder. E.S.B. A/89/68.
(211/68) Inquiry for cutaneous sensitivity kit. E.S.B. A/79/68.
(211/68) Inquiry for delayed feedback tape recorder. E.S.B. A/84/68.
(211/68) Inquiry for electronic computer. E.S.B. S/110/68.
(211/68) Inquiry for electrical semi-conductors. E.S.B. S/109/68.
(211/68) Inquiry for flicker fusion control unit. E.S.B. A/86/68.
(211/68) Inquiry for fluorescent film. E.S.B. S/111/68.
(211/68) Inquiry for hole type steadiness testers. E.S.B. A/97/68.
(211/68) Inquiry for illusion cards for psychology. E.S.B. A/93/68.
(211/68) Inquiry for induction coils. E.S.B. A/80/68.
(211/68) Inquiry for memory drums. E.S.B. A/88/68.
(211/68) Inquiry for operant conditioning unit. E.S.B. A/81/68.
(211/68) Inquiry for pencil mazes. E.S.B. A/83/68.
(211/68) Inquiry for photo-electric rotary pursuit apparatus. E.S.B. A/99/68.
(211/68) Inquiry for pneumatic hand dynamometer. E.S.B. A/90/68.
(211/68) Inquiry for psychological colour mixers. E.S.B. A/91/68.
(211/68) Inquiry for spiral and colour rotor. E.S.B. A/85/68.
(211/68) Inquiry for relay. E.S.B. A/94/68.
(211/68) Inquiry for tachistoscope. E.S.B. A/98/68.
(211/68) Inquiry for tachistoscopes. E.S.B. A/92/68.
(211/68) Inquiry for tachistoscope shutter. E.S.B. A/96/68.
(211/68) Inquiry for weight discrimination sets. E.S.B. A/95/68.
(213/68) Inquiry for deviation meters. E.S.B. S/117/68.
(213/68) Inquiry for connectors and adaptors for communications equipment. E.S.B. S/116/68.

Austria
(210/68) British participation in the Vienna Autumn Trade Fair. X.P. 5522/G.
(211/68) Inquiry for tubes. E.S.B. 39379/68.

Bahamas
(210/68) Inquiry for bolts; hardware; paints; rust-proof sprays; tools. E.S.B. 38752/68.

Barbados
(210/68) Inquiry for concrete block making machine. E.S.B. 38207/68.
(212/68) Inquiry for plastic containers. E.S.B. 39372/68.

Bolivia
(211/68) Agency inquiry for generating sets. E.S.B. 27806/68.
(211/68) Agency inquiry for alcoholic beverages; conveyor belting; hoses; mining machinery; drills; tyres; vehicle service station equipment: E.S.B. 27806/68.

Canada
(209/68) Agency inquiry for effluent treatment plant. E.S.B. 27716/68.
(210/68) Agency inquiry for braids. E.S.B. 39232/68.
(209/68) Inquiry for fractional horse power motors. E.S.B. 38917/68.
(210/68) Inquiry for castings; door tracks; metal tubing; metal rods, sheets, strip, circles and coils; metal wire; roller chain. E.S.B. 37525/68.
(211/68) Inquiry for jewellery. E.S.B. 38779/68.

Denmark
(209/68) Agency inquiry for earthenware; metal boxes. E.S.B. 38434/68.
(211/68) Agency inquiry for food chemicals and flavours. E.S.B. 38700/68.
(209/68) Agency inquiry for household cleaning materials and gloves. E.S.B. 38808/68.
(209/68) Inquiry for polyethylene. E.S.B. 38926/68.

Finland
(208/68) Agency inquiry for chewing gum. E.S.B. 12939/68.
(208/68) Agency inquiry for dress fabrics; curtain fabrics; terry towels. E.S.B. 25708/68.
(211/68) Agency inquiry for steel bars, profiles, sheets, bars, tubes and wire. E.S.B. 39319/68.
(210/68) Agency inquiry for valves. E.S.B. 38995/68.

France
(208/68) Agency inquiry for dresses; kilts; raincoats; sweaters. E.S.B. 38886/68.
(209/68) Agency inquiry for expansion joints; fenders; moulded rubber items; protective devices; sprocket wheels; transmission chains; winding machines. E.S.B. 37297/68.
(211/68) Agency inquiry for car accessories; products for automobile industry. E.S.B. 38968/68.
(209/68) Inquiry for carpets and rugs. E.S.B. 39239/68.
(210/68) Inquiry for coning machine; hydraulic vacuum bale press. E.S.B. 39564/68.
(211/68) Inquiry for sportswear fabric. E.S.B. 31154/68.

Germany, Federal Republic of
(211/68) Agency inquiry for art products; ceramic ware; glassware; toys. E.S.B. 37081/68.
(211/68) Agency inquiry for domestic hardware; plastic products. E.S.B. 39301/68.
(212/68) Agency inquiry for high voltage power supplies. E.S.B. 39558/68.
(212/68) Agency inquiry for men's headwear. E.S.B. 34578/68.
(209/68) Inquiry for silicon transistors. E.S.B. 39302/68.
(209/68) Inquiry for supermarket goods including alcoholic beverages and tea; clothing; cosmetics; foodstuffs; household goods; knitwear. E.S.B. 39293/68.
(209/68) Inquiry for tools. E.S.B. 39220/68.
(210/68) Inquiry for kippered herrings. E.S.B. 39587/68.
(212/68) Inquiry for sanitary products. E.S.B. 38843/68.
(212/68) Inquiry for steel bars. E.S.B. 39368/68.

Greece
(208/68) Inquiry for cutlery manufacturing plant. E.S.B. 3885/68.
(212/68) Inquiry for bakers yeast production plant machinery. E.S.B. 35536/68.

Guatemala
(211/68) Agency inquiry for canned food; surgical instruments. E.S.B. 38523/68.

Guyana
(208/68) Agency inquiry for drugs; foodstuffs; tyres. E.S.B. 24267/68.

Hong Kong
(210/68) Agency inquiry for woollen piece-goods. E.S.B. 38846/68.
(209/68) Inquiry for electro-medical apparatus; hospital equipment; medical and surgical instruments; wheelchairs. E.S.B. 37031/68.

India
(208/68) Inquiry for power generation; heat exchanging equipment; pressure vessels and separators design and technical know-how. E.S.B. 37435/68.

Iraq
(208/68) Inquiry for incinerators. E.S.B. 38884/68.
(210/68) Inquiry for air conditioning plant; electrical fittings and equipment; elevators; aluminium doors and window frames components. E.S.B. 39386/68.

Irish Republic
(210/68) Agency inquiry for ball castors; hot water bottles; plastic basins and buckets; rubber mats and play balls. E.S.B. 37990/68.
(210/68) Agency inquiry for cable. E.S.B. 37459/68.
(210/68) Agency inquiry for plastic. E.S.B. 29939/68.
(208/68) Inquiry for knitwear; outerwear. E.S.B. 38705/68.
(209/68) Inquiry for skirt fabric. E.S.B. 39271/68.

Italy
(209/68) Agency inquiry for gin; whisky. E.S.B. 38920/68.
(209/68) Agency inquiry for mechanical handling equipment. E.S.B. 38246/68.
(209/68) Agency inquiry for rubber hose and fittings; tractor and truck spare parts. E.S.B. 38141/68.
(210/68) Agency inquiry for iron and steel; metal plates, sheets and scrap. E.S.B. 38944/68.
(210/68) Agency inquiry for nursery goods; pharmaceutical products; pipes and smokers' requisites; smokers' giftware; toiletries. E.S.B. 37725/68.
(211/68) Agency inquiry for pharmaceuticals for children. E.S.B. 2954/68.
(212/68) Agency inquiry for anchors; chains. E.S.B. 39555/68.
(212/68) Agency inquiry for industrial ceramics; refractories and refractory materials. E.S.B. 38933/68.
(213/68) Agency inquiry for centrifugal pumps. E.S.B. 39667/68.
(208/68) Inquiry for water treatment plant. E.S.B. 38809/68.
(209/68) Inquiry for cold rolled plate; stove assembling fasteners. E.S.B. 38563/68.
(210/68) Inquiry for radio electronic components. E.S.B. 39591/68.
(212/68) Inquiry for hospital monitor system. E.S.B. 40021/68.

Japan
(209/68) Inquiry for blankets. E.S.B. 38974/68.
(211/68) Inquiry for teaching machines. E.S.B. 39612/68.
(212/68) Inquiry for surgical needles. E.S.B. 39229/68.
(212/68) Inquiry for trolleys. E.S.B. 38949/68.

Kenya
(211/68) Agency inquiry for industrial protective clothing and safety equipment. E.S.B. 38807/68.
(212/68) Inquiry for hinge making machine. E.S.B. 39547/68.
(212/68) Inquiry for wool bunting. E.S.B. 39307/68.

Kuwait
(211/68) Inquiry for school furniture. E.S.B. 39209/68.

Lebanon
(208/68) Agency inquiry for hotel table linen. E.S.B. 31556/68.

Libya
(203/68) Inquiry for conduit bending and threading equipment. E.S.B. 27834/68.

Netherlands
(210/68) Agency inquiry for boilers; central heating units. E.S.B. 39218/68.

(Continued on next page)

† **For further details of the 'Export Service Bulletin' see page 1198.**

New Zealand
(202/68) Inquiry for boiler control instruments. E.S.B. 38919/68.
(211/68) Inquiry for silver rivets. E.S.B. 39370/68.

Norway
(210/68) Agency inquiry for polyester piece-goods. E.S.B. 39311/68.
(211/68) Agency inquiry for lace. E.S.B. 38970/68.
(211/68) Agency inquiry for women's coats. E.S.B. 14388/68.
(210/68) Inquiry for steel tubing. E.S.B. 39303/68.

Pakistan
(210/68) Inquiry for gas turbine generator. E.S.B. 38762/68.

Portugal
(211/68) Manufacture under licence – glues. E.S.B. 39381/68.

Puerto Rico
(211/68) Agency inquiry for loaders. E.S.B. 39375/68.
(213/68) Inquiry for polyvinyl acetate emulsions. E.S.B. 40037/68.

Rumania
(211/68) Inquiry for open-cast mining project equipment. E.S.B. 39393/68.

South Africa, Republic of
(208/68) Inquiry for decade and toggle switches. E.S.B. 38992/68.

Spain
(210/68) Inquiry for corrugated iron and steel. E.S.B. 39335/68.
(212/68) Inquiry for lathes. E.S.B. 39321/68.
(212/68) Inquiry for suspension lugs. E.S.B. 38738/68.

Sweden
(208/68) Agency inquiry for curtain and furnishing fabrics. E.S.B. 36412/68.
(210/68) Agency inquiry for dress fabrics; lace; nightwear; textiles. E.S.B. 38854/68.
(211/68) Agency inquiry for knitwear; textiles. E.S.B. 39336/68.
(211/68) Inquiry for gauze backed and linen embossed paper. E.S.B. 39396/68.
(212/68) Inquiry for bakery industry products. E.S.B. 39638/68.

Sweden/Poland
(210/68) Trade and financial arrangements. E.S.B. 1209/G.

Switzerland
(209/68) Agency inquiry for automobile equipment; car radios; snow chains. E.S.B. 38793/68.
(209/68) Agency inquiry for china and porcelain; hotel china and porcelain. E.S.B. 37910/68.
(211/68) Agency inquiry for pomoons. E.S.B. 38302/68.
(212/68) Agency inquiry for deep freeze storage cabinets. E.S.B. 38757/68.
(212/68) Inquiry for anti-static polish for plastic surfaces. E.S.B. 3405/68.
(212/68) Inquiry for rubber split stoppers. E.S.B. 39610/68.

Trinidad /Tobago
(209/68) Inquiry for china or earthenware services; disposable beer bottles; drip mats; paper napkins; plastic knives. E.S.B. 39283/68.
(209/68) Manufacture under licence – toys. E.S.B. 38835/68.

Turkey
(209/68) Inquiry for match-box making machinery. E.S.B. 39227/68.
(210/68) Inquiry for vehicle components. E.S.B. 38994/68.
(210/68) Manufacture under licence – gear boxes; prefabricated houses; safety lamps; shock absorbers. E.S.B. 38550/68.

Uganda
(210/68) Inquiry for adhesives; clocks; confectionery; furniture fittings; glass; imitation leather; paint; overissue newspapers; plastic laminated sheet seconds; pvc sheet clearing lines. E.S.B. 37259/68.

United States of America
(209/68) Agency inquiry for steel expansion joints; valves. E.S.B. 36799/68.
(208/68) Inquiry for cranes; marine life saving equipment; marine supplies. E.S.B. 38936/68.
(209/68) Inquiry for boiler drains; steel sheets; tanks; thermostats and elements; water heater. E.S.B. 39510/68.
(209/68) Inquiry in respect of cartoning and labelling machinery; electronic counting machine. E.S.B. 38530/68.
(209/68) Inquiry for cathodes. E.S.B. 38940/68.
(209/68) Inquiry for fancy goods. E.S.B. 36681/68.
(209/68) Inquiry for precision balls. E.S.B. 39290/68.
(210/68) Inquiry for bottled and canned beer; boxed chocolates; candy bars for vending machines. E.S.B. 38586/68.
(211/68) Inquiry for electric motors. E.S.B. 39257/68.
(209/68) Manufacture under licence – plastic moulds. E.S.B. 36657/68.
(213/68) Inquiry for calcined clays; red copper oxide. E.S.B. 40027/68.
(213/68) Inquiry for cutting and hand tools; bolts, nuts and screws etc. E.S.B. 35934/68.
(213/68) Inquiry for steel stock. E.S.B. 39692/68.

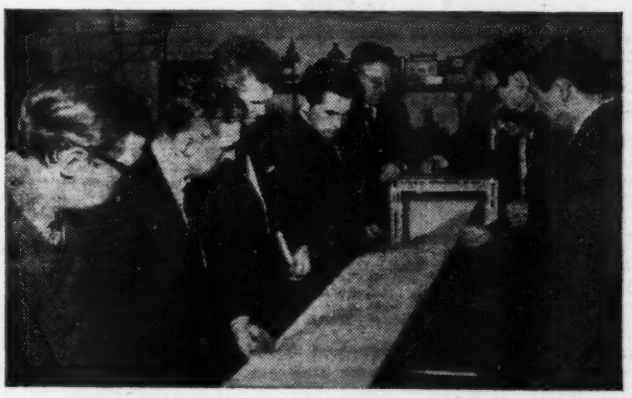
Uruguay
(212/68) Inquiry for antiparasites, injections. E.S.B. 37511/68.

Venezuela
(210/68) Inquiry for conveyor belting. E.S.B. 37985/68.

Zambia
(212/68) Inquiry for engraving machine. E.S.B. 39376/68.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: **49** *High Holborn, London, W.C.*1; 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*



A delegation of scientists from the USSR recently visited the Camberley headquarters of the Southern Instruments Group during a five-day United Kingdom tour sponsored by SIMA. The party, which had specifically requested a chance to inspect Southern's UV recording techniques, was led by Mr. V. Alexandrov, director of the Scientific Instrument Research Institute, and included members of the USSR Academy of Sciences. The visitors are seen during a demonstration of the Series 10-500 *UV recorder.*

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BTA

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the September 13 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 1094 of October 25 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London E.C.4 (Tel. 01-248 5757).*

Visit to American continent

MR. A. J. RICHES, chairman of Lipton Limited, of London, accompanied by Mrs. Riches, were the guests of honour at the recent American Tea Trade Convention held in San Juan. During his visit he will call at New York, Caracas, and Kingston, Jamaica, where the 34th Lipton overseas factory has started packaging tea.

The Lipton organization sells tea in 156 different countries.

Assessment of German market

Two bi-lingual export executives from Doulton Fine China Limited have recently returned from a one-month tour of Germany during which they assessed the sales potential and market requirements with the view to increasing sales of the company's fine china products. Mr. Peter J. Goodwin, European sales manager, said; 'Our sales in Germany have multiplied in 1968 following a very successful visit early this year by Mr. J. G. Bellak, commercial director, and the one made by Mr. J. Russell Lovatt and Mr. Kenneth W. Smith has now established Royal Doulton in Germany in places where we were not adequately represented.'

3,000 miles tour of Europe

THE European representative of one of Britain's leading educational products exporter has left on a 3,000 miles sales tour of Italy, Austria and Switzerland. Mr. A. M. Kirk, of Helix Universal Co. Ltd., of Stourbridge, Worcs., began his tour in Milan by taking part in the Birmingham Chamber of Commerce and Industry five day mission there, following which he will spend two weeks in Italy with sales drives in Genoa and Rome.

From Rome, Mr. Kirk will fly to Vienna where he will spend a week working with the Helix agent there on the scholastic goods side and on preparing special plans for participation in the British Week planned for next year. During a second week he will sell the company's products and also look for an agent for Helix toys.

The remainder of the tour will be spent in Switzerland where he will visit Zurich, Basle, Berne, Lausanne, Geneva, and Martigny.

Avionics equipment bid in Scandinavia

A MARKETING team from the Aviation Division of Smiths Industries are now on a tour of Scandinavia.

The team led by Mr. D. G. Johnson, the divisional marketing director, are visiting Oslo to give presentations of Smiths aviation systems and instruments to Norwegian Airlines and the Norwegian Air Board. Flight demonstrations of Smiths Series 6 Low Weather Minima Flight Control System which is fitted to the company's HS. 748, will also be given.

Following presentations in Olso the team will fly to Sweden where similar presentations and flight demonstrations will be given to Saab at Linköping, and the Royal Swedish Air Force Board, the Civil Air Board and a number of Swedish airline operators at Bromma (Stockholm) Airport.

The company recently announced an order for £300,000 worth of instrumentation and fuel gauging equipment for the Saab J.37 Viggen.

Six weeks' world tour

MR. C. D. C. DICKENS, controller of communication of International Computers Limited (ICL) is making a six weeks' tour of the United States, New Zealand, Australia, Singapore, Hong Kong and India, returning to London on Thursday, December 5. His visit to the ICL centres is concerned with advising subsidiary companies and representatives on the ICL corporate organization for public relations, publicity and printing services. ICL was recently formed by a merger of ICT and English Electric Computers, with financial support from The Plessey Company and the Ministry of Technology.

Mining lecture visit to Hungary

Two senior executives of John Davis & Son (Derby) Limited – Mr. Charles Wallace, marketing director, and Mr. Peter Green, technical manager – are to visit Budapest next month to lecture key staff of the Hungarian mining industry on their latest communications and conveyor control systems. The invitation came from the Hungarian Mining and Metallurgical Society, who are to assemble managers and senior technicians from all over the country for the lecture in Budapest.

The visit coincides with a tour of Rumania already planned for the company's mobile exhibition van, housing working displays of three Davis of Derby control and communications systems. The van, with a four-man demonstration team from Derby, visited Bucharest before going on to Budapest to give key men of the Hungarian mining industry an opportunity of examining the Davis equipment.

Sales tour of the Antipodes

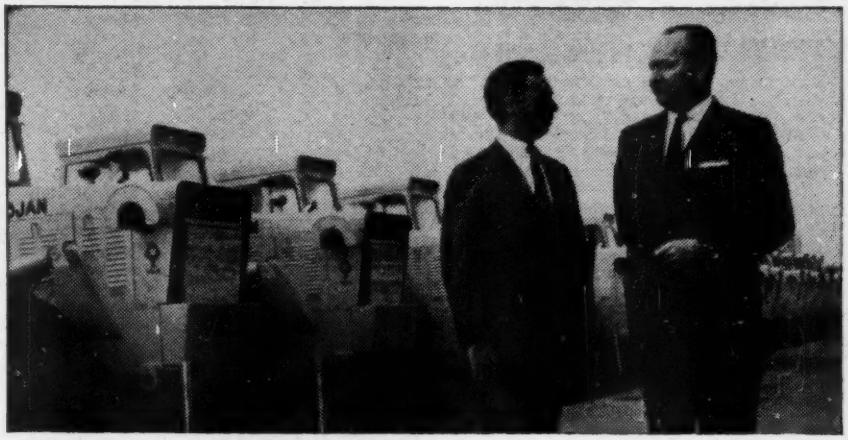
MR. W. J. BARNES, sales manager of English Electric's High Voltage Switchgear Division at Stafford, is currently on a month's tour of Australia, Tasmania and New Zealand where he aims to promote the company's sales of high voltage switchgear by lectures and discussions with businessmen and electrical engineers.

To boost its export business, the company has designed and developed high voltage switchgear which includes the frame 's' air blast circuit breaker which has already found markets in Nigeria, South Africa, Venezuela and New Zealand.

Mayor Stephen P. Clark of Miami (centre, holding scroll) greets members of the Ship and Boat Builders' National Federation Mission to the United States, during their three days visit to Miami. On the Mayor's right is HM Consul Mr. Francis Pelly.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.



Mr. E. R. Hilton (left), general manager of the Yale Tractor Shovel Division, and Mr. J. McCarley, Yale director of international operations, pictured at the Wednesfield plant with some of the 49 model 134A tractor shovels being supplied to Argentina. The value of the order, the biggest to be won by the Wednesfield Division, is £275,000.

Computer message system for Portugal

Transportes Aeroes Portuguese (TAP), the Portuguese national airline has placed an order worth £250,000 with Standard Telephones and Cables Limited of London for a computer controlled message handling system.

Steel strands for Chile bridge

More than 650 tons of stabilized steel strand is to be supplied by GKN Somerset Wire Co. of Tremorfa Works, Cardiff, to build the 2,100 yard long Bio Bio Bridge at Conception, Chile.

'Know how' agreement signed

A manufacturing agreement between The British Steel Piling Company Limited, of Claydon, Suffolk, England, and the Fuji Iron and Steel Company Limited of Tokyo, has been signed. This agreement provides the Japanese company with the technical 'know-how' for the design and installation of BSP cased piles, and covers SE Asia and the Far East.

New Zealand order

The receipt of a £40,000 order for a 35-ton capacity articulated mobile slag pot transporter for use in a New Zealand steelworks is announced by Wellman Machines Ltd. of Darlaston, Staffordshire. The order was placed by W. S. Atkins & Partners and McLellan & Partners, Epsom, Surrey, on behalf of New Zealand Steel Ltd. of Auckland.

Dryers for Sweden

Dryvent Limited, Hounslow, Middlesex, announce that they have received an order for 10 compressed air drying plants from a leading Swedish manufacturer of grinding machines. With this latest contract, received via Dryvent's Swedish agents, Ajgers Elektronik AB of Stockholm, a total of 55 drying plants have so far been ordered by this manufacturer.

£1 million worth of exports

The value of exports of cryogenic vessels manufactured by W. P. Butterfield (Engineers) Limited, of Shipley, Yorkshire, has topped the £1 million mark. Export orders received in August 1968 brought the total to £1,005,000.

Seventy-two per cent export increase

A 72 per cent increase in exports to Sweden during the first half of this year has been announced by James Robertson & Sons, preserves manufacturers.

Exports record

Exports turnover of the Condor Group, manufacturers of industrial steel-framed buildings, has reached a record £1.3 million for the first eight months of this year, compared with £857,000 for the full year January to December 1967. This has been helped by their biggest overseas contract so far – for a major extension worth more than £500,000 to the existing works of the Canadian British Aluminium Company in Quebec Province, secured in the face of strong Canadian and other British competition.

Telephone equipment for Finland

The Marconi Company has won a £16,000 order from the Helsinki Telephone Company for Pulse Code Modulation (PCM) telephone transmission systems which will be used to provide additional circuit capacity between the main Helsinki exchange and a number of the city's suburbs.

Hong Kong order

The TI company Metal Sections Limited has secured an order for frames, panelling and fittings for the bodies of 10 double-deck buses to be built by the China Motor Bus Company, Hong Kong. The kits were ordered through Metal Sections' Hong Kong agents Dodwell and Company Limited.

£60,000 order

Landis & Gyr Limited, North Acton, have received a £60,000 order for polyphase electricity meters from the Australian Supply Authorities. This order was gained against competition from America, European and Iron Curtain countries.

TV equipment for Korea

One of the largest, single, export orders to be placed for TV equipment has been won in Korea by Pye TVT Ltd., a member of the Pye of Cambridge Group of Companies. Valued at almost £2 million, the order was won against intense competition which included Japan, the United States, Germany and France. Included within the order are 3,300 TV receivers to be used for receiving educational programmes.

Electrical plant for Canada

GEC-AEI Control and Rectifiers Ltd. have won a £1,850,000 order for the power supply and rectification equipment for the No. 3 pot-line of the Canadian British Aluminium Company's Baie Comeau plant in the Province of Quebec. The order was placed by Canadian Bechtel Ltd. who are the main contractors for the plant.

Sideloader for Holland

The first sideloader designed to handle 40-foot long containers and fitted with an underslung, traversing cab for maximum operator visibility has been delivered for service at Unit Centre, Rotterdam (Holland). The machines, manufactured by Lancer Boss Ltd, (Leighton Buzzard, Bedfordshire) will be operated on a 24-hour day, six days a week cycle, and it is estimated that it will handle approximately 400 containers per week.

Reactor vessel for Sweden

Babcock & Wilcox (Operations) Ltd. are to supply to Allmänna Svenska Elektriska Aktiebolaget (ASEA), of Sweden, a water reactor pressure vessel. The £1 million vessel will contain the uranium core of a boiling-water reactor for the 750 MW(E) nuclear power station now under construction at Ringhals, on the west coast of Sweden, for the State Power Board.

£50,000 orders from Europe

In less than six months from the product launch date, the Controls Division of Kent Instruments Limited (George Kent Group), Luton, has received £50,000 worth of orders from Germany, Belgium, Denmark, Holland, France, Hungary, Sweden and Switzerland for the new Chromalog 2 precision digital integrator for gas chromatography.

German and Belgian orders

Centralab Limited of Northway House, Whetstone, London, a member of the Simms Group of Companies, announce that it has received orders worth £13,000 from West Germany for thick film computer circuits and from Belgium an order worth £2,500 for thick film attenuator modules for use in telephone equipment.

Refrigeration plant for Eire

J. & E. Hall Ltd. refrigeration engineers of Dartford, has received orders worth over £18,000 for two separate installations in Eire. One of these, for Meat Exporters (Sligo) Ltd., Sligo, is for completely equipping a quick chill room for the carcasses of 250 pigs, cooling them to 40°F. The other, for Silver Spring Duck Farm, C. Monaghan, is for refrigeration plant for a blast freezer, a low temperature holding room and a chill room to chill, freeze and hold one ton of ducks every four hours.

EXPORT ORDERS, *continued*

Potash plant for Spain

BTR Industries Limited has won a £80,000 order from the Spanish company Potasas de Navarra for its new potash producing plant at Beriain, near Pamplona. The work will be undertaken by a BTR Industries site team from the company's Rubber Linings and Sleeves Unit at Farington, Lancs.

Welding equipment for USSR

The USSR has placed an order for resistance welding equipment worth over £225,000, the second recent order from the Soviet Union, with British Federal Welder & Machine Co. Ltd., Dudley, Worcestershire.

Gibraltar project

Taylor Woodrow International Ltd. has received a £125,000 contract from the City Council of Gibraltar for the erection of a seven-storey office building incorporating an extension to the existing telephone exchange at Line Wall Road, Gibraltar.

ILS equipment for India

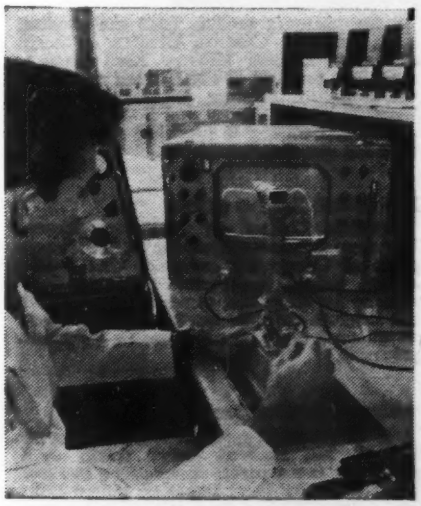
Standard Telephone and Cables Ltd. of London has been awarded a contract to supply instrument landing system (ILS) to the Indian Department of Civil Aviation under a contract worth £150,000. Calcutta, Bombay and New Delhi airports will be fitted with the systems; capable of automatically landing suitably equipped aircraft in 'zero-zero' visibility conditions.

Cameras for Pakistan

The Electro-Optical Systems Division of The Marconi Company is to supply three closed-circuit television camera channels for boiler flame viewing and water level indication for a new 125 MW extension to the Korangi power station, near Karachi, West Pakistan. This £7,000 contract, was awarded by the Karachi Electric Supply Corporation.

Textile machinery for Ceylon

Sir James Farmer Norton and Co. Ltd., have signed on behalf of a consortium of British textile machinery manufacturers, a contract with Kandy Textiles Ltd., of Ceylon, for the supply of machinery for a new, vertically-integrated textile mill to a total value of approximately £1,500,000. Leading members of the consortium include Wilson and Longbottom Ltd., as manufacturers of the weaving equipment, Leesona for weaving preparation and Roberts Textile Engineers, for the spinning equipment. It is believed to be the first time that a consortium comprising independent British textile machinery manufacturers, have gained an order for the supply of equipment for a complete textile mill to Ceylon.



A solid state microwave for military radar on test at the Neasden factory of G. & E. Bradley Ltd. Export orders for these sources, which are among the most advanced of their type in the world, now total more than £250,000.

Drake & Scull Engineering has won £4 million in overseas contracts for mechanical and electrical services during the past three months. Several of these are for installations in new hospitals – a recent contract now nearing completion is a £270,000 order for services in the Central Hospital North, Mauritius. The picture shows Mr. George Davy (centre), Drake & Scull overseas director, with Mr. Ronald English, electrical manager (right) and Mr. John Calland, deputy to overseas director, examining a model of the hospital.

Space station for East Africa

Against strong international competition the Marconi Company has won a £1.2 million contract for the design, construction and installation of a satellite communication earth station in East Africa. Awarded by the East African External Telecommunications Company (EXTELCOMS) and announced recently in Nairobi, this order represents a major export success for Britain. It will be the fourth civil earth station to be built overseas by Marconi.

Export deadline kept

Rank Wharfedale Ltd., of Bradford, has chartered two Britannia aircraft to keep a £30,000 export deadline, threatened by the dock strike in the United States. The company has to deliver loudspeakers worth £30,000 to the United States this month. They form part of an agreement signed earlier this year, under which Rank Wharfedale Ltd. will export £250,000 of sound reproduction equipment to British Industries Corporation of Long Island, New York.

Locos for Ghana

Ghana Railways and Ports has ordered from English Electric ten 2025 hp diesel electric locomotives for their main freight routes. The locomotives, which are specially designed for heavy duty operation will be required to haul trains of bauxite, manganese, timber and cocoa, commodities which play an important part in the nation's economy. This is the fourth repeat order to be received from Ghana and will, when delivered, bring the English Electric fleet up to 47.

Oil injection equipment

Plenty & Son Limited of Newbury, Berkshire, manufacturers of pumps, filters, mixers and fluid handling plant have been awarded a contract by Friedrich Krupp of Essen, Germany, for the overall design and engineering of the fuel oil injection system for two new blast furnaces. The contract is part of an integrated steel producing plant to be erected in Spain, for which the main contract was awarded to Friedrich Krupp.

£15 million Brazil contract

A £15 million export contract from Brazil for telephone transmission equipment has been won by Standard Telephones and Cables Limited, (STC). The contract was awarded by the Companhia Telefonica do Brasileira, the state-owned telephone company which serves Rio de Janeiro and adjacent areas. It is believed to be the biggest single contract for a national telecommunications transmission network ever given to a British company.

Colour TV equipment for Australia

The Broadcast Division of the newly formed Rank Precision Industries Ltd. has obtained orders from Australia worth £130,000 for colour television equipment. Earlier this year a specialist team of engineers and marketing executives of the company left on a three month tour of the Middle East, Asia, United States and Australia where they demonstrated the Rank Cintel flying-spot equipment.

The equipment has been ordered by United Telecasters Sydney Limited, New South Wales and Central Victoria Telecasters of Bendigo, Victoria.

Pipework for Canadian power station

Aiton & Company Ltd., Derby, a member of the Whessoe Group, has obtained an order from Montreal Engineering Company Ltd., Canada, for the supply and erection of main steam and hot reheat high-pressure pipework for the new Sundance thermal power station. This is the fourth major pipework order obtained by Aiton in recent years for the Canadian market and was gained against strong competition.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

PORTUGAL

Drawback of import duty

THE PORTUGUESE *Diario do Governo*, Fire Series, No. 130, of May 31, published Decree Law No. 48415 permitting the importation under the drawback system for a period of two years, raw materials for the manufacture of processed cheese and aluminium foil or artificial plastic materials used in the packaging therefor.

The duty to be refunded shall be equivalent to the amount of duty paid on the quantity of raw materials and packaging products used in the exported manufactures.

The actual amount of duty refundable and other conditions shall in each case be regulated by a Ministerial decision.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

FRANCE

Liberalization of imports

THE FRENCH *Journal Officiel* of October 16 announced the liberalization of certain goods subject to quantitative restriction in France when imported from and originating in the member countries of the former OEEC, the United States and Canada. The list of non-liberalized goods (List I) published in the *Board of Trade Journal* of May 6, 1966 (pages 1028-1031) should be amended by deleting the following items which have been liberalized: ex. 04.05, ex. 11.08, ex. 15.03, ex. 23.02 and ex. 23.07.

The following tariff heading should be altered to read as follows:

Ex 02.01	Meat and edible offals of the animals falling within headings 01.01 to 01.04 inclusive, fresh, chilled or frozen:
Ex A	Meat:
Ex I	Of the horse, ass and mule species:
Ex a, 1	Of the domestic horse species.
Ex IV	Other:
Ex a, 1	Of domestic sheep and lamb.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288) where the full French text may be seen.

EFTA

Deferment by Austria and Switzerland of certain tariff reductions

THE *Board of Trade Journal* of December 25, 1964, published details of an agreement by EFTA Member States whereby Austria and Switzerland might defer the EFTA tariff reductions which were due to be made on certain goods on December 31, 1964.

The EFTA Council has agreed that the elimination of the remaining 40 per cent of the basic duty may be further deferred until December 31, 1969.

The goods covered by this agreement are:

Brussels Nomenclature Number	Description of Goods
	Imported into Austria
Chapter 17 Ex 17.04	Sugar confectionery, not containing cocoa (other than fondants, pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80% or more by weight).
Chapter 18 Ex 18.06	Chocolate and other food preparations containing cocoa (other than solid chocolate in slabs, bars, tablets, etc.).
Chapter 19 Ex 19.08	Biscuits, wafers, rusks, cakes and Danish pastry.
	Imported into Switzerland
Chapter 17 Ex 17.04	Sugar confectionery, not containing cocoa (other than fondants, pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80% or more by weight).
Chapter 19 Ex 19.08	Biscuits, wafers, rusks, cakes and Danish pastry.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/459/461).

DENMARK

New patents legislation

THE PATENTS ACT, 1967, which repeals and replaces the old patent legislation came into force in Denmark on January 1. An English translation of the Act is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

SPAIN

Suspension of Customs duties

THE *Board of Trade Journal* of April 26, 1968, p. 1317 announced that the Spanish authorities had partially or totally suspended the import duties on the items listed below for a period of three months.

The Spanish *State Gazette* of October 12 announced the extension of this period until January 5, 1969.

Tariff Heading	Description	Percentage of Duty Suspension
Ex 15.11 A	Raw glycerine, only	100%
16.03 A	Extracts and meat juices in packages of more than 5 Kgs.	100%
29.23 D 1	Glutamic acid and its salts	50%
73.13 B 3 b	Tinplate	40%

Customs tariff

IN THE *Board of Trade Journal* of August 11, 1967, page 368, it was announced that parts or items imported into Spain for incorporation into capital goods or equipment to be manufactured there under joint Spanish/foreign assembly might, in approved cases, enjoy a reduction of 95 per cent of the Customs duty payable and in the *Board of Trade Journal* of November 3, 1967, page 1135, details were given of the procedure to be followed by applicants for this rebate.

The Spanish authorities have now approved the joint assembly of certain types of boiler in the following terms which will operate until September 24, 1970:

> Equipment affected: steam boilers weighing more than 800 tons, for thermal electric power stations of up to 700 MVA (500MW).
>
> Foreign parts, components and auxiliary materials: Parts which may be required to be imported for incorporation into the Spanish manufacture will enjoy a 95 per cent reduction of the corresponding import duties provided that the value of the imported parts does not in total exceed 60 per cent of the industrial price.

The authorities will, in due course, publish specific resolutions describing in detail the parts to be imported at reduced rates of duty and establishing, within the limits mentioned above, the total percentage of foreign parts to be imported at such rates. In addition, they may fix a maximum percentage of finished products of foreign origin but of Spanish termination which may be incorporated into the joint assembly and be considered as Spanish products. The Ministry of Industry, will, on judging each application for a specific resolution, report as to the category and quantity in which these nationalized foreign elements may be considered to be Spanish, without affecting the percentage of foreign parts authorized to be imported at the reduced rate of duty.

As from the entry into force of the first specific resolution all tariff reductions and exemptions for these boilers will be suspended and the Ministry of Commerce will, at that time, establish an import duty rate of 15 per cent on complete assemblies of the above-mentioned boilers.

The above provisions represent the third joint assembly approval since publication of the original plans (the first was in connection with certain electric generators: details were given in the *Board of Trade Journal* of May 3, 1968, page 1387 and the second was in connection with certain types of heater; *Board of Trade Journal* of July 27, 1968, page 277 refers).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Customs tariff amendments (1)

THE SPANISH *State Gazette* of October 10 published a Decree establishing new sub-headings to Customs tariff Heading 15.10. This is as follows:

Tariff Heading	Description	Definitive duty	Transitory duty	GATT
15.10	Fatty acids, acid oils from refining; fatty alcohols:			
A	Industrial fatty acids:			
	(1) Oleic acid	15%	9%	15%
	(2) Other	15%	9%	15%
B	Acid oils from refining:			
	(1) Castor and coconut oils	15%	9%	
	(2) Other	15%	9%	
C	Industrial fatty alcohols	25%	15·5%	

Inquiries about the above notices should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Customs tariff amendments (2)

THE SPANISH *State Gazette* of October 10 published a Decree modifying the Spanish Customs Tariff as follows:

Tariff Heading	Description	Definitive duty	Transitory duty
*29.01 A 1	Butadiene	14%	9%
*29.01 B 4	Ethylbenzene	17%	12%
*29.01 B 5	Styrene	21%	16%
*29.04 B 2	Monopropylene glycol	28%	24%
29.04 B 3	Other polyalcohols and halogenated derivatives, sulphonated, nitrated, nitrosated and mixtures	20%	13%†
*29.05 A 1	Cyclohexanols	19%	15%
*29.08 D	Ethyl glycol	24%	20%
*29.08 G	Dipropylene glycol	28%	24%
29.08 H	Other	20%	13%
*29.09 B	Propylene oxide	26%	22%
*29.09 C	Other	20%	13%
*29.13 A 3	Cyclohexanone	20%	16%
*29.15 D 1	Dimethyl terephthalate	16%	12%
*29.22 A 3	Hexamethylenediamine monomer adipate	16%	12%
*29.27 B	Acrylonitrile monomers	16%	12%
*29.35 G	Caprolactama	16%	12%
*38.19 E 1	Dodecylbenzene	22%	18%
*38.19 E 2	Other	22%	18%
*39.01 E 1	Hexamethylenediamine polymers adipate	22%	18%
*39.01 E 2	Other	22%	18%
*39.01 G	Ethyleglycol polyterephthalate	20%	18%
*39.01 H	Polyoxypropylene	18%	18%
39.01 I	Other	10%	9%‡
*39.02 C 1	Styrene polymers and copolymers in form of liquid or paste and in blocks, lumps, powders, granules, flakes and similar forms	27%	24%
*39.02 G 1	Acrylinitrile copolymers	22%	18%
*39.02 H 1	Butyralpolyvinyl and formalpolyvinyl	34%	30%

† With 60 per cent rebate
‡ With 100 per cent rebate on policies only.
* The Spanish *State Gazette* of October 7 (*sic.*) published a Decree suspending the introduction of the increased duties on these items for a period of 3 months until January 13, 1969.

USING EFTA

To inform the EFTA businessman of his opportunities in the new free markets of EFTA, a 161-page book has been produced by the EFTA Secretariat in Geneva entiled 'Using EFTA'. This describes the conditions of each of the eight national markets and summarizes the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the regular 'EFTA Bulletin'), are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

CATALOGUES OF GOVERNMENT PUBLICATIONS

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Customs tariff amendments (3)

IN THE *State Gazette* of October 15 the Spanish authorities published a decree which modifies the following sub-headings of the Spanish Customs Tariff according to the concessions made to GATT by Spain:

Tariff Heading	Description	Definitive duty	Transitory duty	GATT duty
84.45 C 1 c	Parallel horizontal lathes, including copying lathes:			
	1. Of more than 10 tons weight .	30%	24%	24%
	2. Others	45%	24%	36%
	ex Of more than 5 tons, up to 10 tons weight			32%
84.23	Excavating, levelling, boring and extracting machinery, stationary or mobile, etc.:			
A	Mechanical shovels, excavators and skimmers	30%	16%	24%
B	Levellers, bulldozers, scrapers, scarifiers, pile-drivers and snowploughs	25%	14%	20%
	ex Of more than 20 tons weight .			18·5%
C	Road rollers (towed) . . .	25%	14%	20%
1 ex	Of more than 20 tons weight .			18·5%
2 ex	Other than road rollers of more than 20 tons weight . .			18·5%
D	Other machines and apparatus .	30%	16%	24%
E	Working gadgets, complete without moving sub-structure . .	30%	16%	24%
F	Other parts and spare parts . .	30%	16%	24%

Inquiries about the above notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

EUROPEAN COMMUNITIES

Remission of duty and processing levy

THE *Board of Trade Journal* dated August 2, page 350, contained details of Decision 68/284/CEE which increased the level of the processing levy to 100 per cent of the rate of duty in the Common Customs Tariff applicable to the imported goods. This Decision came into force on July 1, on which date the Common Customs Tariff become the effective tariff of the six Member States of the EEC. This Decision is now modified by Decision 68/358/CEE, the text of which appears in the *Journal Officiel des Communautés Européennes* No. L250 dated October 14, 1968.

The French text of both Decisions referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common agricultural policy

THE TEXTS of the following Regulations, Decisions and Directives which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*, the French text of which may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1611/68 concerns restitutions applicable to certain cheeses exported to third countries (*Journal Officiel* No. L252 dated October 16, 1968).

Regulation (CEE) No. 1620/68 modifies **Regulation (CEE) No. 1104/68,** which fixes the compensatory amounts applicable to trade in certain milk products during the 1968/69 marketing year, so far as it concerns the non-application of the compensatory amounts to trade between Belgium and Luxembourg (*Journal Officiel* No. L255 dated October 18, 1968).

Regulation (CEE) No. 1632/68 authorizes Belgium to grant aid for the production of milk and milk powder (*Journal Officiel* No. L256 dated October 19, 1968).

PROCESSED PRODUCTS WITH A FRUIT AND VEGETABLE BASE

Regulation (CEE) No. 1604/68 modifies **Regulation (CEE) No. 865/68,** which is the basic Regulation setting up the common organization of the market for processed products with a fruit or vegetable base, so far as it concerns certain fruit juices falling within tariff heading 20.07 (*Journal Officiel* No. L253 dated October 16, 1968).

EGGS

Regulation (CEE) No. 1619/68 concerns certain marketing standards applicable to eggs (*Journal Officiel* No. L252 dated October 21, 1968).

CATTLE, BEEF AND VEAL

Regulation (CEE) No. 1594/68 concerns the extension of intervention measures in the beef and veal sector in Germany (*Journal Officiel* No. L250 dated October 14, 1968).

CEREALS, RICE AND COMPOUND ANIMAL FEEDSTUFFS

Regulation (CEE) No. 1601/68 corrects the text, in the Netherlands language, of **Regulation No. 120/67/CEE** so far as it concerns the names of certain cereals. The Regulation also modifies Article 23 of Regulation No. 120/67/CEE which is the basic Regulation setting up a common market organization for the cereals sector (*Journal Officiel* No. L253 dated October 16, 1968).

Regulation (CEE) No. 1603/68 modifies **Regulation (CEE) No. 359/67,** which is the basic Regulation setting up a common market organization for rice, so far as it concerns the method of fixing the corrective to be applied to restitutions (*Journal Officiel* No. L253 dated October 16, 1968).

OILS, OILSEEDS AND FATS

Regulation (CEE) No. 911/68. A correction to this Regulation which concerns certain procedures concerning aid for oilseeds, was published in the *Journal Officiel* No. L255 dated October 18, 1968.

Regulation (CEE) No. 920/68. A correction to this Regulation which relates to the determining of intervention centres for oilseeds, other than the principal centres, and the derived intervention prices applicable to them, was published in the *Journal Officiel* No. L255 dated October 18, 1968.

GREECE

Restrictions on imports of television sets

IT WAS announced in the *Board of Trade Journal* of October 4, page 946 that the Greek Ministry of Commerce was to take the necessary steps to stop further issue of import licences for television receiving sets.

It has now been announced that licences for the import of television sets will be granted for the rest of 1968 up to a ceiling of $121,400 for non-EEC countries.

United Kingdom exporters should therefore make their applications for licences for the rest of 1968 through the usual channels as quickly as possible.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466, 467).

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ISRAEL

Liberalization of imports (1)

THE FOLLOWING ITEMS have been added to the Israeli list of commodities for which import licences are issued without restrictions. These goods were liberalized with effect from September 1, 1968.

Tariff No.	Description of Goods	Import Duty	Purchase Tax
28.01-3000	Bromine	25% but not less than IL. 0·60 per kilo	Exempt
28.17-2000	Potassium hydroxide (caustic soda)	20% + IL. 0·25	Exempt
28.33-1000	Copper, potassium, sodium calcium and ammonium bromides	35%	Exempt
28.40-3000	Sodium tripolyphosphate tetrasodium pyrophosphate	35%	Exempt
29.02-1010	Bromides of saturated acyclic hydrocarbon	25% but not less than IL. 0·60 per kilo	Exempt
38.19-6800	Brake fluid	60%	Exempt
76.15-1010	Aluminium household utensils coated with plastic materials	40% + IL. 5·00 per kilo	12½%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC.4 (Tel. 01-248 5757, Ext. 420).

Liberalization of imports (2)

THE FOLLOWING ITEMS have been added to the Israeli list of commodities for which import licences are issued without restrictions. These goods were liberalized with effect from September 9, 1968.

Tariff No.	Description of goods
84.16-3000 84.40-4000	Textile calendering and rolling machines.
84.17 84.30 84.59	Machinery and equipment of a kind used in food industries and kitchens.
84.20	Weighing machines.
84.45	Mechanical saws, cutting machines and drills.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

ALGERIA

Customs tariff modifications

THE ALGERIAN *Journal Officiel* of August 27 published the following details of modifications to the Algerian Customs tariff. The new rates came into effect as from August 27.

Tariff No.	Description	Tariff		
		TMP	CEE	DC
73-25	Stranded wire, cables, cordage and the like, of iron or steel wire	10	14	18
73-12 B III a	Other nuts, bolts, screws and similar articles with threads suitable for wood or with cutting threads	50	50	50

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Portugal, Madeira and the Azores, and Switzerland and Liechtenstein have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

The *Journal Officiel* of August 30 published the following modifications, effective as from that date.

Tariff No.	Description	Tariff		
		TMP	CEE	DC
48-16 A II b	High quality or presentation corrugated cardboard containers	50	52·5	55
48-16 B II b	High quality or presentation cardboard containers, not corrugated	50	52·5	55
Ex 83-02 C	Furnishing rods and tubes	10	10	10

The *Journal Officiel* of September 3 published the following modifications, effective as from that date.

Tariff No.	Description	Statistical code	Tariff		
			TMP	CEE	DC
58-06	Labels, for marking, of cotton	58-06-02	80	84	88
	Labels, for marking, of other textile materials	58-06-03	80	84	88
	Other labels, badges and the like, of cotton	58-06-12	80	84	88
	Other labels, badges and the like, of other textile materials	58-06-13	80	84	88

The *Journal Officiel* of September 6 published the following modifications, effective as from that date.

Tariff No.	Description	Tariff		
		TMP	CEE	DC
Ex 39-07 E	Blanks for the manufacture of buttons of Chapter 98	15	18	21

The *Journal Officiel* of September 10 announced the suspension, subject to the provision of an Algerian Ministry of Health visa, of Customs duties on certain goods of the following tariff headings. The visa is granted when the importer has proved to the Ministry that the goods in question are intended for use by the pharmaceutical industry (i.e., in the preparation of medicines). The suspension of duty is effective as from September 10.

Ex 39-07, Ex 40-14 B, Ex 48-15, Ex 55-04 A, Ex 68-13 B III, Ex 70-10A, Ex 70-10 B, Ex 70-17 A, Ex 70-17 B, Ex 73-40 B, Ex 76-10, Ex 83-13 A, Ex 95-08 B II.

The *Journal Officiel* of September 10 published the following tariff modifications effective as from that date.

Tariff No.	Description	Tariff		
		TMP	CEE	DC
37-01	Plates, sensitized, unexposed, of glass or other materials:			
	Plates, sensitized, of glass	30	31·5	33·5
	Plates, of other materials, sensitized on one side for monochrome images, for medical use	3·5	5	7
	Other plates, of other materials, sensitized on one side	30	31·5	33·5
	Plates of other materials sensitized on both sides	30	31·5	33·5
37-08	Chemical products and flash light materials, of a kind and in a form suitable for use in photography:			
	B. Other:			
	Other chemical products for photographic use for medical purposes	3·5	5	7
	Other chemical products for photographic uses	30	31·5	33

The French texts of the above notices may be consulted at Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475), to whom all inquiries should be addressed.

REPUBLIC OF SOUTH AFRICA

Change in invoicing regulations

WITH THE introduction of form D.A. 60 A, notified in the *Board of Trade Journal* of October 25, page 1157, it should be noted that, while the use of the form is optional, where it is not used all the relative details must be entered on form D.A. 60.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274), quoting reference CRE 12831/G5.

Customs tariff changes

CUSTOMS NOTICES published in the Republic of South Africa Government Gazette Extraordinary of October 11, provide for tariff changes as follows:

Notice No. R.1825: Provision for electric motors equipped with brakes and gearboxes, identifiable as driving units for overhead travelling cranes, and parts thereof, is deleted from subheadings Nos. 84.22.36 and 84.22.37 and suitable provision therefor, at the same rate of duty, is made in subheading No. 85.01.17.

Notice No. R.1826: The length of fluorescent lamps which are excluded from subheading No. 85.20.30.10, is amended from 6 ft. or more to 69 in. or more.

Notice No. R.1827: Analagous changes are made to the rebate item for fluorescent lamps.

Notice No. R.1829: The description is amended to make it clear that melamine formaldehyde need not be externally plasticised to be admissible for rebate of duty under item 307.01.

Notice No. R.1828: (1) Provision is made for a rebate of the full duty on certain raw materials, for the manufacture of synthetic rubber latex.

(2) Provision is made for a rebate of the full duty on rape seed oil for use in the continuous casting of steel.

Inquiries should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

NIGERIA

Import licensing amendment

LEGAL NOTICE No. 9, The Nigerian Open General Import Licence (All Countries) No. 1 of 1964 (Amendment) Notice, 1968, published in the *Board of Trade Journal* of February 2, page 350 and subsequently amended, has now been further amended as follows:

'Under paragraph 40: for "Passenger Cars" add statistical number 732.16 all, i.e., dual-purpose passenger motor vehicles, e.g., jeeps, landrovers, kitcars estate cars, station wagons complete whether or not assembled.'

Note:

The effect of this amendment is to reintroduce Item No. 732.16 to the list of goods subject to import licensing control.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

MALAWI

Customs tariff amendment

MALAWI GOVERNMENT Notice No. 182 amends the Customs tariff with effect from October 18, to the following extent:

By the addition of all the material in Columns 1 to 6 inclusive relating to heading No. 22.03 and the substitution of the following:

BTN No.	Nomenclature		Effective Rates		
1	2	3	4	5	6
(22.03)	Beer made from malt:				
22.03.01	Under duty-quota licence .	per I.G.	£0 6s. 6d.	£0 6s. 6d.	£0 6s. 0d.
22.03.99	Other.	per I.G.	£0 18s. 6d.	£0 18s. 6d.	£0 18s. 0d.

(Britain pays Column 6 rate of duty.)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors and provides a document-copying service. There are trade directories covering 150 countries and an expanding collection of trade catalogues of foreign manufacturers.*

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REPUBLIC OF GUINEA

Import duty suspensions

THE *Journal Officiel* of Guinea dated June 15 announced the suspension of Customs duty on the following products:

Tariff heading	Description
27-08	Pitch and pitch coke, obtained from coal tar or from other mineral tars.
Ex 27-10	Heavy fuel-oil of a specific gravity at 15 degrees C of 0·93 or higher, and of a viscosity of 150 centistokes or higher at 37·5 degrees C.
Ex 27-14	Petroleum coke.
Ex 84-17	Heat or cold exchangers with plates, having an exchanging surface of 5 square metres or more; their constituent and spare parts.
Ex 84-18	Parts of electro-filters for aluminium factories.
Ex 84-22	Appliances with metal apron for processing of bauxite under hopper.
Ex 84-23	Mechanical shovels weighing each 160 tons or more, of a horse-power of 300 or more; excavators weighing each 16 tons or more, of a horse-power of 300 or more; boring machines with spiral borers.
Ex 84-43	Machines for moulding ingots of aluminium.
Ex 84-56	Machinery for sorting, sifting, separating or washing phosphates, bauxite or alumina; crushers and grinders, hammer or bar, each weighing 100 tons or more and of a horse-power of 500 or more; gyratory crushers each weighing 240 tons or more and of a horse-power of 500 or more; mixing machines specially designed for the preparation of anode material.
Ex 85-11	Furnaces for smelting aluminium of an inside volume of 5 cubic metres of more.
Ex 87-01	Four-wheeled tractors of a horse-power of 170 or more which it is constructionally impossible to reduce in total width while in motion to less than 2 metres 75; fore-carriage tractors, two-wheeled.
Ex 87-02	Tipping lorries whose total width by construction is not less than 2 metres 50, with a motor of a horse-power of 300 or more.
Ex 87-07	Fork-lift trucks of 7 tons or more, diesel-electric.
Ex 89-08	Floating structures for sifting, dredging and the like.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

CEYLON

Import control notice (1)

IMPORT CONTROL Notice No. 20/68 contains an additional list of Proprietary and Non-Proprietary Veterinary Drugs which may be imported into Ceylon on licence under Quota Item No. D3, and under the terms given in Import Control Notice No. 25/64 published in the *Board of Trade Journal* dated January 15, 1965, page 136.

The list may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Import control notice (2)

THE BOARD OF TRADE has received a copy of Ceylon Government Import Control Notice No. 22/68, which cancels the Schedule to Open General Licence as given in Import Control Notice No. 2/68, published in the *Board of Trade Journal* of May 17, 1968, pages 1553 to 1559.

This notice also cancels Import Control Notices No. 6/68 (*Board of Trade Journal* of June 21, 1968, pages 1895 to 1897) and No. 8/68 (*Board of Trade Journal* of July 5, 1968, page 66).

Import Control Notice No. 22/68 will be published in next week's *Journal*.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

MALAYSIA (SABAH)

Import control

THE MALAYSIAN *Government Gazette* dated October 3, 1968, publishes the Customs (Control of Imports) (Amendment) Order, 1968 which applies to the State of Sabah. It amends Schedule B to the Customs (Control of Imports) Order, 1962 by adding the following:

'6. Gold, gold coins, bullion and any gold in whatever state or form, including articles of jewellery or ornament.'

This means that the importation of these goods from any country into the State of Sabah is subject to special licensing.

Inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

SINGAPORE

Customs duties amendments

THE SINGAPORE *Government Gazette* dated September 23, 1968, publishes the Customs Duties (Amendment No. 4) Order, 1968, which amends the schedule to the Customs Duties Order 1968, by adding the following:

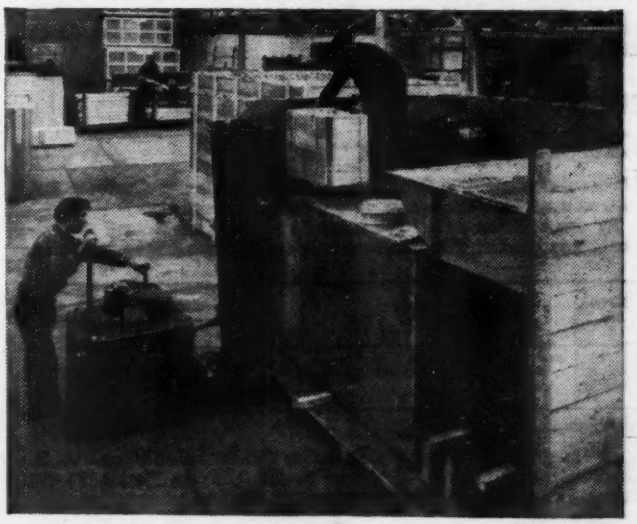
Code	Description	Unit of quantity	Customs Duty		
			Full	Pref.	Excise
553 011	Perfumery containing spirits	Value	20%	20%	Nil
553 013	Perfumery not containing spirits, cosmetics and toilet preparations (except soap and products for dental hygiene), including shaving creams, shampoos and animal toilet preparations	Value	20%	20%	Nil
899 560	Scent and similar sprays of a kind used for toilet purposes and mounts and heads therefor	Value	20%	20%	Nil

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government have declared the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industries	Products
1. Leather	Gloves
2. Textiles	Gloves
3. Food	Butter
4. Metal working	Welding and cutting equipment
5. Metal working	Valves, regulators and related accessories

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of September 6, 1968 on page 688.



The components of a complete £16,000 tin printing oven manufactured by a Brierley Hill, Staffs., company, were handled by the 'Compas' complete packing service of J. Hickman & Son (Brierley Hill) Ltd., in preparation for a rail journey to Istanbul, Turkey. The even heat industrial tin printing oven manufactured by F. J. Ballard and Company, a division of Gibbons Brothers Ltd., was carefully packaged in a total of seven crates, two of which were virtually the size of a small room – 12 feet long by eight feet high and wide. Involving complete automatic handling throughout, the plant will receive tinned sheet metal, imprint a message or label in various colours directly on to the metal, or alternatively varnish the sheet on one side, and then pass it on a conveyor system through the oven for drying at the rate of 4,500 sheets an hour.

AUSTRALIA

Tariff Board inquiry on linoleum

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether linoleum, tariff items 59.10 or 48.12.1, have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australia industry.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than November 18. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1931/68.

Tariff Board inquiry on sulphur bearing materials and sulphuric acid

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of sulphur bearing materials and sulphuric acid.

Reference has been made by the Department of Trade to establish how the Government can best discharge obligations to enterprises having installed capacity before December 1, 1960 for production of the above materials and whether assistance should be accorded to the production of such materals.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorites to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than November 11. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1923/68.

Temporary duties—chrome chemicals

A NOTICE was published in the *Board of Trade Journal* on August 25, 1967, to the effect that temporary duties had been imposed on tariff items 28.21.100 and 28.47.100.

The Board of Trade has now been advised by the Australian Department of Customs and Excise that these temporary duties lapsed on October 16, 1968.

JAMAICA

Import licensing arrangement

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended:

(i) by the deletion of the following sub-paragraph from item 89 (Metal, manufactures thereof):
'(c) Medicine cabinets not exceeding £4 each c.i.f. in value' and

(ii) by the addition of the following new item:
'160 Medicine cabinets not exceeding £4 each c.i.f. in value.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

AUSTRALIA

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To any company, firm or individual interested in Australia we can be of invaluable help. We willingly supply trade introductions, reports on the Australian economy and much essential information on industrial, trade and service operations. In addition, we arrange services for portfolio investors and intending emigrants.

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NICARAGUA

Trade mark law

HM EMBASSY in Managua report that a decree which came into operation in Nicaragua on April 5 amends the existing trade mark law. The decree introduces compulsory registration of trade marks for veterinary products, pharmaceuticals, medicines, supplementary foodstuffs of medicinal use and industrial chemicals. It is understood that industrial chemicals probably refers to chemicals used in the pharmaceutical trade. Registration of the trade marks used will be a condition for the issue of sales licences for the above products. These sales licences are issued in January each year and exporters who are at present using unregistered trade marks for the above goods have therefore until January 1969 to register their marks.

An English translation of the above decree is available for consultation in the Chancery House Annex of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

GUYANA

Exemption from import duty

PART III OF THE First Schedule to the Guyana Customs Ordinance (Table of Exemptions from Import Duty) has been further amended by the addition of the following new item:

'79. Coffee commonly known as instant coffee, when processed from coffe beans which have been grown in Guyana.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch. Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

UNITED STATES

Transportation of hazardous materials

THE HAZARDOUS MATERIALS Regulations Board of the United States Department of Transportation is planning to revise the system of classifying and labelling hazardous materials. The Board is inviting the public to express its views on the labelling system recommended by the United Nations Committee of Experts on the transport of Dangerous Goods. The UN labels identify each kind of hazard with a coloured pictorial symbol and a classification number.

Interested persons are invited to submit their comments, before December 1, 1968, on the suitability of the proposed system. Correspondence (quoting Docket No. HM-8) should be submitted in duplicate to the Secretary, Hazardous Materials Regulations Board, Department of Transportation, 400 Sixth Street, S.W., Washington D.C. 20590. All responses to this request will be available for examination by interested persons at the office of the Secretary, Hazardous Materials Regulations Board.

Further details of these proposals (including illustrations of the labels) may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404).

Motor vehicle safety standards

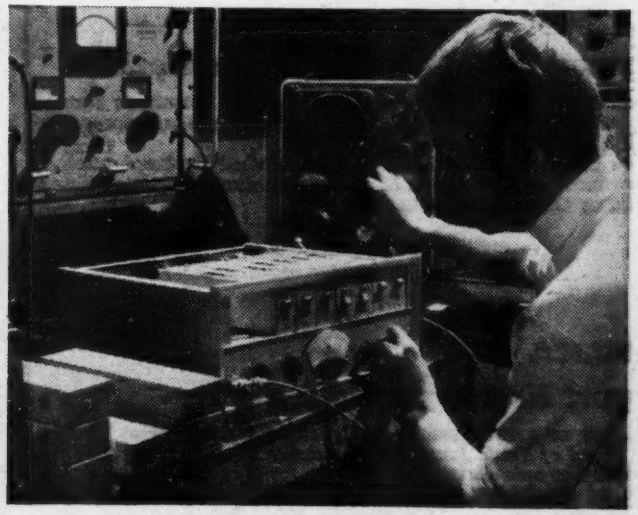
THE *Board of Trade Journal* of November 4, 1967 gave notice of the provisions of Section 114 of the United States National Traffic and Motor Vehicle Safety Act of 1966 which requires all manufacturers and distributors of motor vehicles and equipment to furnish certification that their products conform to all the applicable motor vehicle safety standards.

In order to formulate a uniform method of certification the United States Federal Highway Administrator has now published proposals for regulations which among other things would require the date of manufacture of the vehicle or item of motor vehicle equipment to be included on the certification label or tag. The Administrator is further considering including in the final rule a separate certification requirement which would provide that a distributor who alters a vehicle in a manner that affects compliance with applicable motor vehicle safety standards must furnish the dealer with a separate certification.

It is proposed that the regulations become effective January 1, 1969, so that as many 1969 model vehicles as possible will contain the prescribed certification information.

Consideration will be given to any relevant data, views or arguments submitted in 10 copies to the National Highway Safety Bureau. Attention Rules Docket Room 512, Federal Highway Administration, United States Department of Transportation, Washington DC 20591, by November 19, 1968. All comments must identify the docket number [docket number 30].

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).



Left: a white noise test set used in testing intermodulation and noise on telephone links being checked at the St. Albans works of Marconi Instruments (an English Electric company), before dispatch to the United States. So far this year, Marconi Instruments has sold a record £250,000 worth of this equipment to the United States. Right: assembling a printed circuit control unit for part of a consignment of channel marker beacons being built for Canada at the Stone-Platt Works at Crawley. The Canadians bought 300 Gannet glass reinforced plastic buoys fitted with this power flash lighting equipment to mark the St. Lawrence Seaway for Expo 67.

Houchin Ltd., of Ashford, Kent, have won a £25,000 order from Air Canada for nine frequency convertors for aircraft servicing duties. The picture shows the first of six units installed at Vancouver airport. The remaining three will serve Montreal airport.

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of a 'kind made in Canada':
Butyle Formcel
Methyl Formcel

(Ruling effective November 28, 1968.)

The above information is contained in Canadian Department of National Revenue Memorandum D51-31-1 dated October 28, 1968.

FILMS FOR EXPORTERS

THE Board of Trade has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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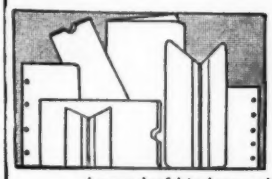

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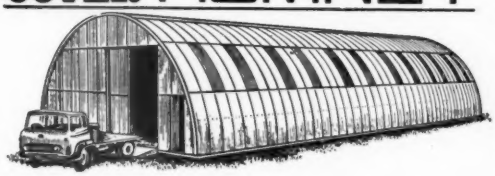

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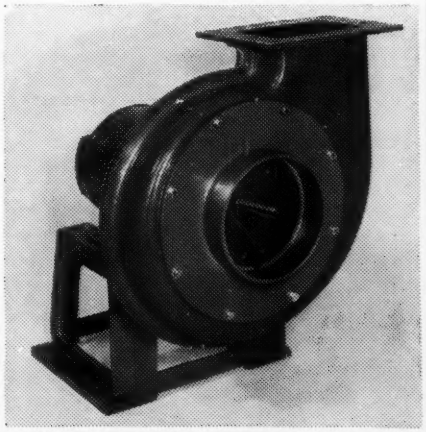

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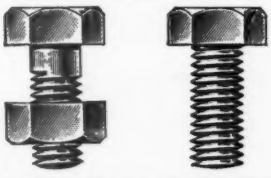

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Flop, flop... whoosh!

Two early export setbacks didn't deter this Hertfordshire company. How and why their third export effort is hitting the jackpot is explained by Frank K (right), assistant managing director and export director.

Interviewer: You got off to a poor start overseas?

Frank K: Absolutely disastrous. From our first efforts I think we had two orders for which we were never paid. Our second did nothing but fill a lot of wastepaper baskets with our brochures.

How did you get on the right lines?

Frank K: We started again – at the grass roots. Our main products are specialised chemical additives for the construction industry – cement waterproofers and hardeners and so on. You have to look at each problem from the overseas customer's angle, and modify your product and your approach to meet local requirements.

Sounds good, but how do you do this in practice?

Frank K: We select our markets. Appoint *good* distributors. Their salesmen come over here to our factory for training. Then we know that all our selling efforts will be followed-up with demonstrations and on-site service.

And now it's whoosh! You're really going well?

Frank K: We've built up from a few thousand overseas in 1961 to a really substantial export turnover, and it's growing year by year.

Has ECGD helped?

Frank K: We wouldn't have started exporting again without ECGD backing. You can't begin to expand if you have worries about whether your customer will pay. It's not an overstatement to say that ECGD is the sheet-anchor of our export division.

You've seen the cost go down, too?

Frank K: Premiums have dropped over the years, yes. I think the cost is very reasonable because ECGD gives you so much. Especially when you're selling in a lot of markets.

Which are your best export markets?

Frank K: Oddly enough, those where the competition is toughest. Ours are sophisticated products. Our best potential is in countries which have an advanced construction industry and where we can find the best type of distributor. Countries like Sweden and Japan we're doing well in, and we're planning to get into North America.

You're obviously keen on exporting. What's the incentive?

Frank K: The future profitability of the company. We've had no price increase in our general division for 35 years. We have to increase turnover if we're to increase profits, and we see most of the future expansion of our business in exports. The world's a much bigger market than Britain, and we've hardly scratched the surface yet.

Small firm or big, you'll build up your exports more easily with ECGD behind you. ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks. ECGD services can help your exporting effort. Ask your local ECGD Manager.

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